

CANADIAN FARM IMPLEMENTS

CANADIAN FARM IMPLEMENTS

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WINNIPEG, MAN., JANUARY, 1910.

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Every tooth is rigidly set so that channel frame locks it with the cutting edge in direct line with draught.

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In sizes to suit any power. These cuts show three classes.

549, for use on the Farm. Three sizes.

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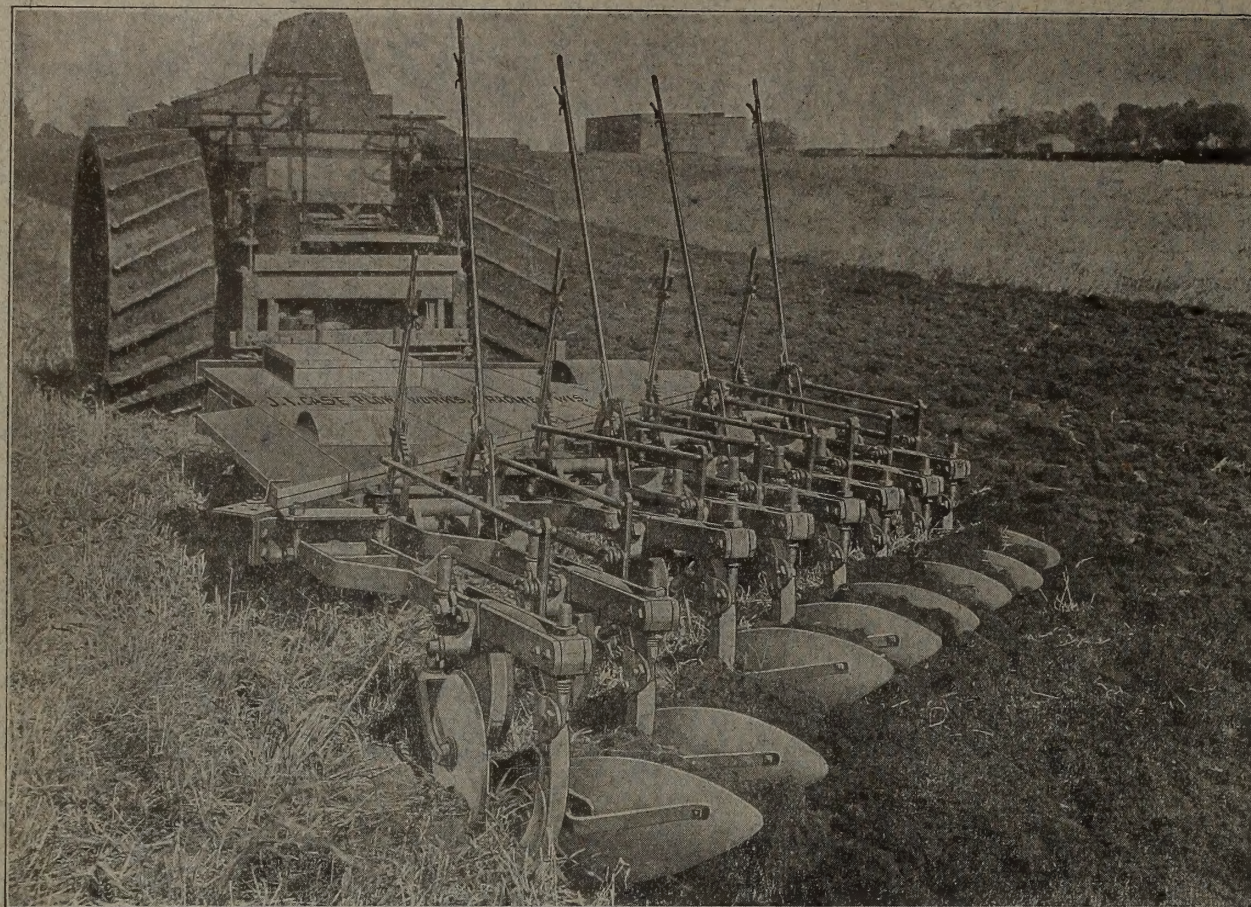
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The platform frame is built of heavy bridge steel, and securely riveted. It is carried on three broad castor wheels, which allow the platform to conform closely to the irregular surfaces of the ground, and thus carry the front ends of the beams perfectly level at all times.

Each plow bottom and beam is independent of the others, so that each individual plow may be set to any desired depth—a feature particularly important when following a dead furrow, or when the engine wheels sink into soft ground. Another advantage of this single unit construction is that one plow may ride over an obstruction without affecting the others, and each plow is fitted with a gauge wheel to further facilitate this.

One lever lifts two plows so that the entire battery of plows may be lifted or lowered quickly at the ends of the field, and the ends left square. However each plow can be lifted or lowered separately when desired.

The plows are attached to the frame by screw bolts, affording a very fine adjustment for setting the plows in the line of draft.

Made with 6, 8, 10, 12 or 14-inch bottoms of 14-inch cut each.

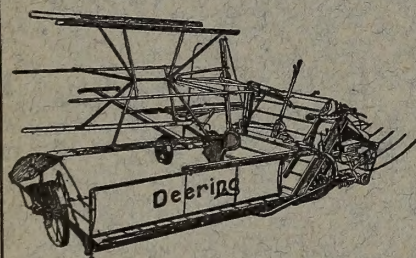
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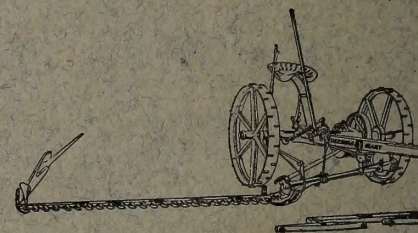
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Harmer Implement Co.

Winnipeg



Would You Buy a Machine You Did Not Want?



You would not buy a harvesting machine you did not like, would you?

Then how can you expect to sell a farmer one harvesting machine when he wants another?—He usually wants a Deering.

You cannot blame him for buying a machine from a competitor, if you cannot supply him with the machine he wants, can you?

Then sell him what he wants—the Deering.

If you were buying a harvesting machine you would buy the best you could get, wouldn't you? That is what the farmer does—he buys the Deering.

Do you know why Deering machines are so easily sold?

Better investigate.

Examine the cutter bar that makes it possible for the Deering to cut short, down and tangled grain. Operate the gear driven substantial reel that can be adjusted to meet the most adverse field conditions. Note the extra long open-end elevator, and notice the seventh roller which prevents clogging of grain at the elevator mouth.

Do not overlook the third packer which materially aids in handling extra long or heavy straw.

Remember that the Deering knotter is so perfect and has given such universal satisfaction, that its principle has remained unchanged for 27 years.

Consider these facts.

Do you wonder, then, that the man who once sells Deering harvesting machines always sells them?

Investigate the Deering line. It comprises mowers, hay rakes, hay loaders, stackers, binders, reapers, drills and tillage implements. The line is complete and every machine is built and sold upon its merits.

The Deering catalogue will interest you. Get it, and then write or wire our blockman and he will call and explain our proposition. Or, if you prefer, write nearest general agent and you will receive a proposition that may interest you.

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BINDER TWINE

The Sheaf trade mark is the all important mark upon a ball of twine. The last thing which is done to a ball of PLYMOUTH twine before it is packed is the tying on of the Sheaf tag—the mark of

THE TWINE THAT'S ALWAYS GOOD

Every ball has the Sheaf tag, which means that our reputation is behind it. The Sheaf tag will be found on the following grades of twine:

Plymouth "Pure Manila" 650 ft.

Plymouth "Superior" - - 600 ft.

Plymouth "Extra" - - - 550 ft.

Plymouth "Standard" - - 500 ft.

Plymouth "Pure Sisal" - 500 ft.

Any of these grades will always be found the best in its class.

You know of course that higher grade twines are relatively much cheaper this year than Sisal or Standard. Don't let any one deceive you into thinking that Sisal makes better twine than Manila.

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Frost & Wood

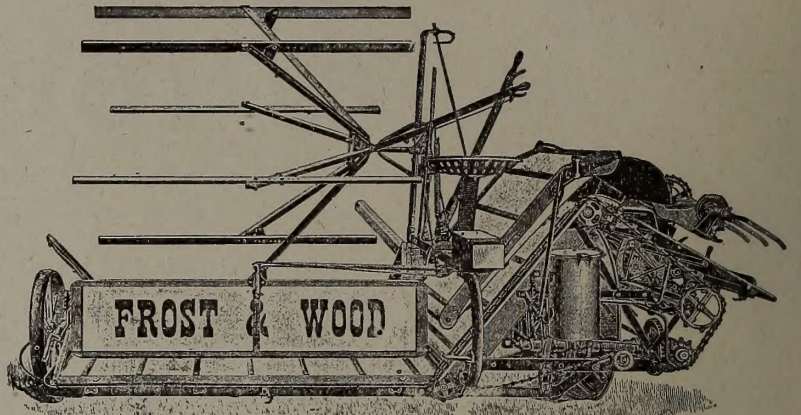
FARM MACHINERY

BINDERS

You cannot sell a better Binder than the Frost & Wood. It has capacity for cutting any and all kinds of grain and has a Binding Attachment and Knotter you can rely on to tie every sheaf that the Elevators send up to it.

Light in draft because we put Roller and Ball Bearings at every point where friction (and that means draft) would otherwise occur. This saves both your Binder and your horses.

Eccentric Sprocket Wheel on Binding Attachment is a special feature. It makes the Binder turn out a better sheaf for stooking and drying than you can get from any other Binder. It also makes the machine discharge its sheaves without that "jerk" so noticeable on other makes of Binders when the discharge arms are kicking out the sheaves. That "jerk" is hard on the horses as well as on the Binder.



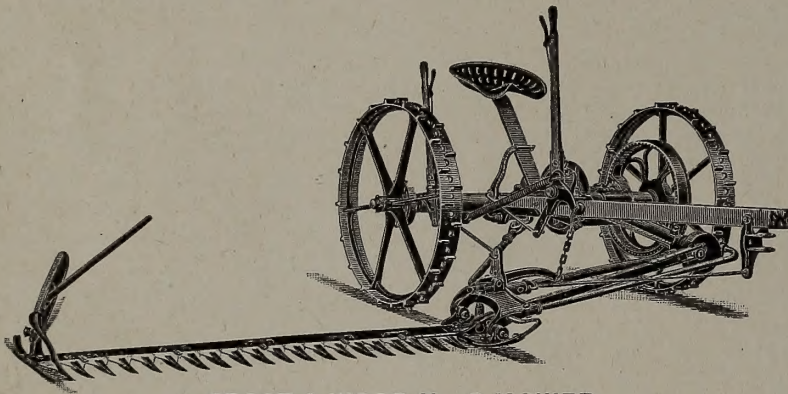
IMPROVED No. 3 BINDER.
Built in 5 ft., 6 ft., 7 ft. and 8 ft. widths.

MOWERS

We believe you will find this the easiest Mower to sell that you have ever handled. It has won for itself an enviable reputation for doing satisfactory work no matter what was the condition of the land on which it was operated.

It is built on the Internal Gear principle. The large Cog on the Left Drive Wheel folds over and travels in the same direction as the small pinion which works in it and which drives the pitman. You won't find this arrangement of Gears on any other Mower.

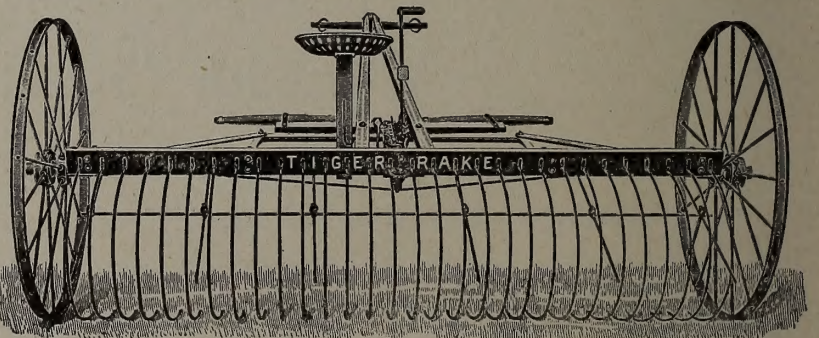
Its advantage lies in the fact that with the small pinion inside the large gear, there are always two cogs fully in mesh and one partly meshed. That makes the knives start cutting just as soon as the horses step forward—no lost motion there, or no necessity of backing up the teams to "get things going" before putting the bar into the hay.



FROST & WOOD No. 8 MOWER.
Built in 4 1-2 ft., 5 ft., 6 ft. and 7 ft. widths.

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We manufacture a full line of Rakes and Hayloaders. They are all built of carefully selected materials and all Spring Teeth are thoroughly tempered and tested before being sent out. You will find that Frost & Wood Haying goods will last and do satisfactory work for many years. We can refer you to farmers who have used our line of goods for 25 years and they tell us their machines are good for some time yet. That record is due to the quality of materials we put into the Implements and to the care that is taken of the machinery by the farmer.



FROST & WOOD "TIGER" RAKE.
Built in 9 ft. and 10 ft. widths.

SEEDING AND CULTIVATING IMPLEMENTS

Besides the lines illustrated here we carry a full line of Frost & Wood products.

Disc and Shoe Drills,—Celebrated for their Single Disc Ball Bearings. — Windsor Disc Harrows. — Spring Tooth Cultivators. "Climax" Cultivator, the Famous Weed-Destroyer. Ask for Booklet illustrating the detail of the different lines.

Send at once for Catalogue describing the full Frost & Wood line.
A Contract with us for the Frost & Wood Line gives you control in your vicinity of the best line of Haying, Harvesting and Cultivating Machinery built in Canada.

Cockshutt Plow Co. Limited

SOLE SELLING AGENTS FOR FROST & WOOD MACHINERY IN WESTERN CANADA.

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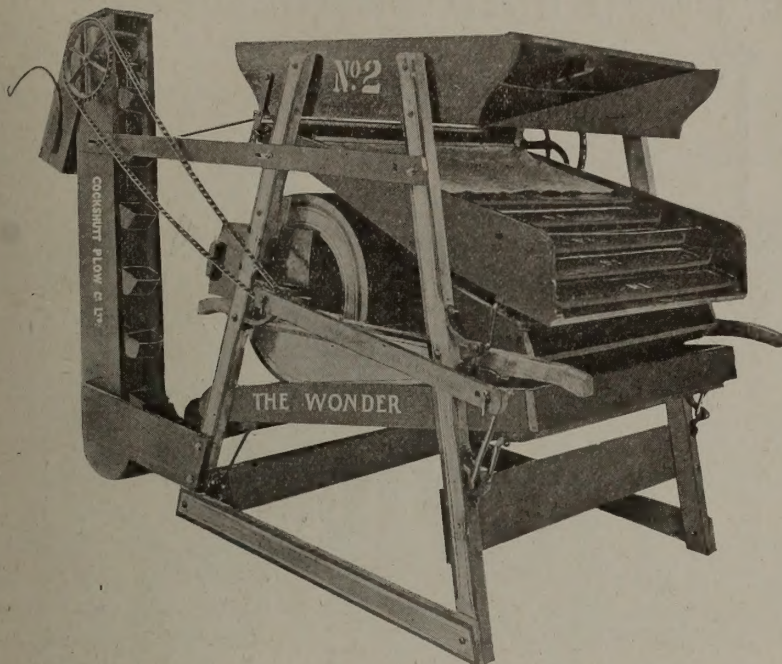
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SASKATOON

Most WONDERFUL of Grain Cleaners IS THE "WONDER"

The One Positive Success in Separating Wild Oats from Wheat and Barley

Fifteen Sieves (all Zinc) are used in this PERFECT GRAIN CLEANER with Oscillating Feed Pan and Adjustable Upper and Lower Shoes



The gang of **Five Zinc Screens** used in the upper shoe for wheat (the top sieve covered with oil cloth) makes it practically impossible for the oats to pass through with the wheat. This covering makes the oat grains lie flat, and they **cannot do otherwise** than fall out at the back of the mill as screenings. Any possible "misses" are provided for in the screens the grain passes through later.

The special construction of the sieves is carried out with the effect always in view of retaining the **flat** position of the wild oats so they will not go through the round sieve holes with the wheat. This end has been perfectly attained and the operation of the sieves is invariable.

We cannot do justice to the many ingenious devices introduced into this machine in a brief notice. Write us at once for our **de-tailed** printed matter, giving the fullest particulars; but five minutes' inspection of the "**Wonder**" doing its work would convince you that here indeed **is** a cleaner that will **clean perfectly** and **clean rapidly**.

Made in two sizes: No. 2, screens 32 in. wide; No. 1, screens 24 in. wide. We recommend the large size mill (No. 2), as its capacity is much larger, and it is quite easy to handle. Either can be furnished with a strong, practicable bagger of large capacity.

Unlike other makes the "**Wonder**" includes a gang of four upper shoe zinc barley screens in its regular equipment (no extras). *It is important that this special barley gang can be used for abnormally large wheat.*

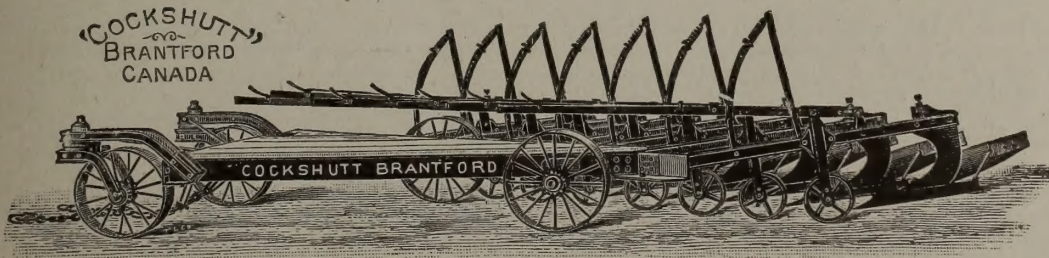
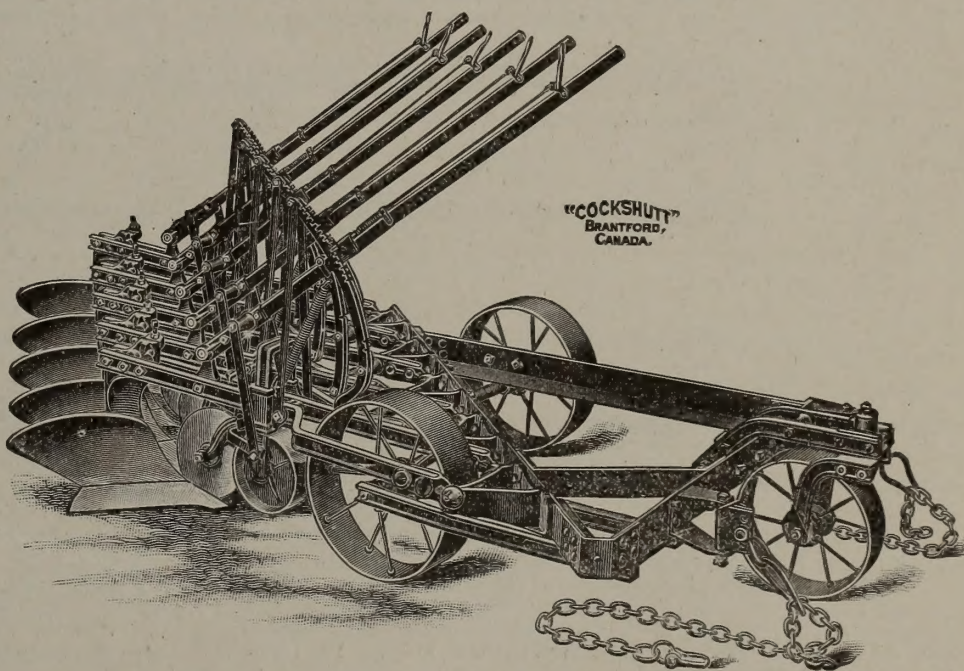
COCKSHUTT ENGINE GANG

Still the original and only engine gang that has demonstrated itself to be a thorough success under every condition.

OVER 900 IN USE.

Every Customer Satisfied and Enthusiastic.

Don't Try a Costly Experiment;
Sell what you **KNOW** is Successful.



Five Furrow Engine Gang for Gasoline Tractors. Equipped with stubble bottoms and swivel rolling colters, (wood platform detached to show construction).

Seven Furrow Engine Gang. Equipped with breaker bottoms, fin cutters and extra shares, or stubble bottoms and swivel rolling colters. Also made in 6, 8, 10, and 12 furrow sizes.

COCKSHUTT PLOW CO., LTD.

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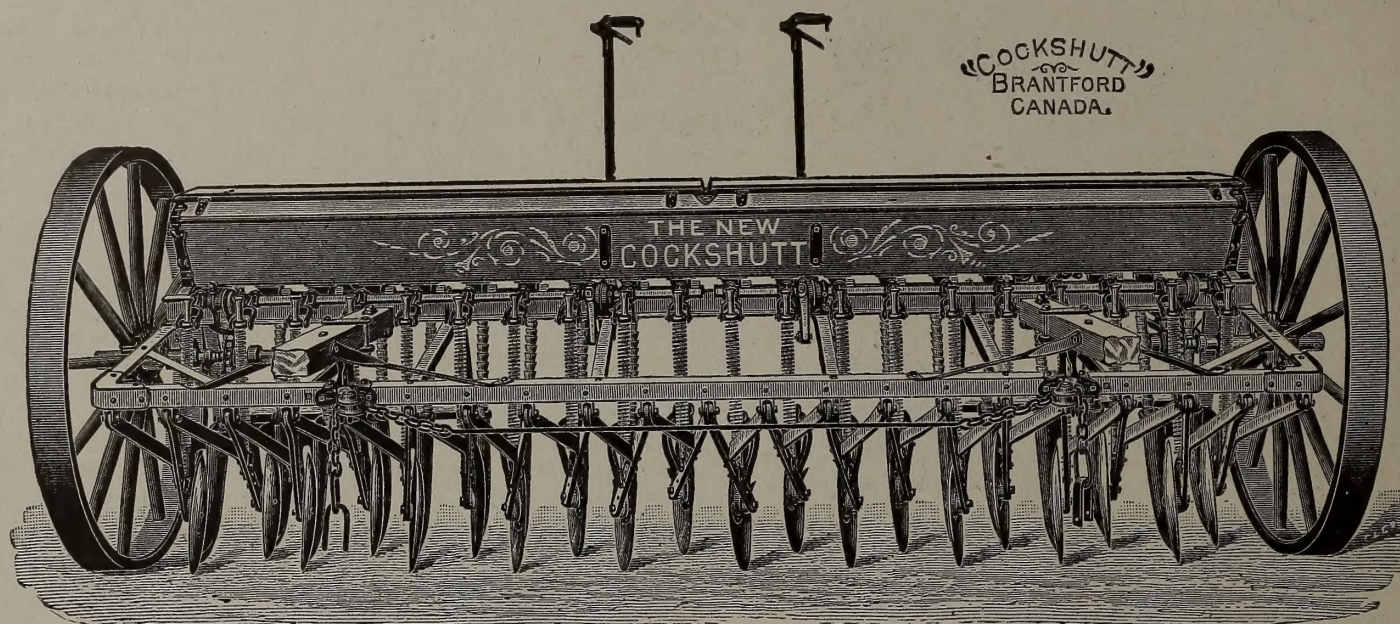
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SASKATOON

EDMONTON

IN THE "NEW COCKSHUTT"

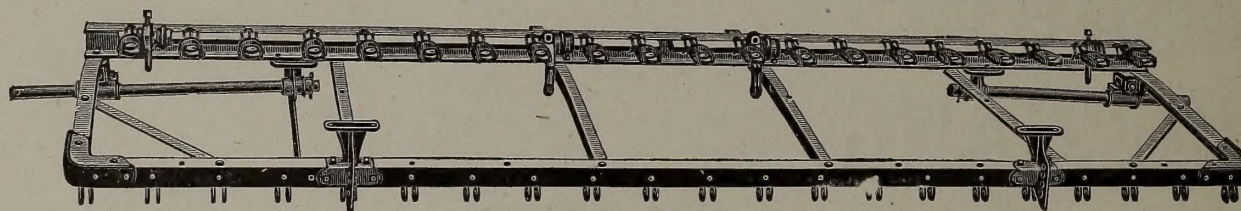
THE FRAME CARRIES THE GRAIN BOX
(THE GRAIN BOX IS NOT CALLED UPON TO HOLD UP THE DRILL)



Our many years' experience with continuous axles (drills held up in the centre by the grain box) taught us that a thoroughly light draft, true running machine could only be made with the frame carrying the weight. Long grain boxes (18, 20 and 22 shoe machines), even when well trussed, will sag in the centre and bear heavily on the turning continuous axle. At every revolution of the axle the weight of the box and its contents has to be lifted by the axle in order to allow it to turn. This adds enormously to the draft.

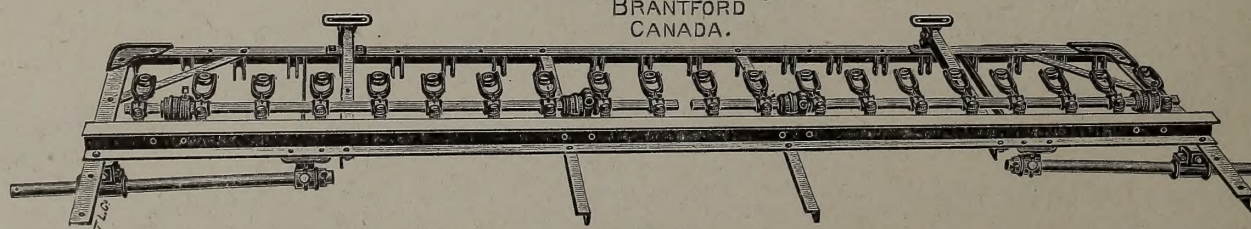
By our new method of construction the weight is carried by the heavy I beam, and we are enabled to use short axles and chain drive, which have made our drill the envy of all competitors owing to its lightness of draft and its constant true position of the working parts.

Heavy I
Beam carries
the weight.



All castings
strong and
riveted to
frame. (No
bolts to shake
loose.)

Frame strong
and rigid.



Short axles
(pivoted bear-
ings) make
the "New
Cockshutt"
the lightest
draft machine
ever built.

Frame used on all "New Cockshutt" Drills—Single Disc, Double Disc or Drag Shoe.

FRAME The Frame is of the drop pattern, made of high carbon angle steel. The corners are reinforced by malleable corners and steel corner braces. A heavy I beam runs the entire width of the machine. Castings of great strength that carry the pressure bar and axle are riveted to this beam. (No bolts to shake loose.) Two centre cross angles are riveted to front angle and I Beam; braces connect these two angles to box and centre box braces, under which pass two truss rods, thus bracing the frame well in the centre and adding greatly to its strength. The frame is all riveted together—users on rough ground will appreciate the above construction with no bolts to shake loose. The frame will always be rigid and true—keeping all working parts in proper alignment—insuring true running and a solid foundation.

AXLES Axles are made of cold rolled steel shafting, perfectly uniform in size and of greater strength than the ordinary rough steel shafting. By the use of cold rolled steel shafting our axle bearings are better fitted and wear longer. Our end axle bearings are pivoted to frame—this feature prevents the biting of the axle. We use short axles which are set at the correct angle to give the proper pitch and gather to the wheels—this feature is essential to a light draft machine and cannot be obtained by a continuous axle. By the use of short axles and self-aligning axle bearing, we have the lightest draft machine ever made. Our axle bearings are furnished with steel compression grease cups. (No digging out of oil holes.) The bother and unreliability of the oil can is thus eliminated.

WHEELS Wheels are large and strong with extra long bearings which prevent wheels from wobbling. They are 48 inch diameter, 4 inch tire for 18, 20 and 22 Shoe Machines, and 3 inch tire for 14 and 16 Shoe Machines.

SHOES The "New Cockshutt" is sold with **Single Disc, Double Disc, or Drag Shoes**, (Strictly interchangeable). They are set 6 inches apart, with 6 in. stagger on Double Discs and 7 inch stagger on Single Discs. This latter feature makes the Cockshutt Drill unequalled for seeding wet and sticky land. Also in new land it permits the sods to pass through without bunching in front.

Our Double Disc and Single Disc furrow openers, grain boots, scrapers, bearings, etc., are well known as the most durable and efficient ever manufactured. See detailed description in our new drill catalogue.

Select Cockshutt Drills and devote yourself to their sale and an unprecedentedly successful drill trade will be your reward

Cockshutt Plow Co., Ltd., Winnipeg

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CANADIAN FARM IMPLEMENTS

Vol. VI., No. 1

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FOREIGN IMPLEMENT TRADE

POINTS AND FACTORS TO BE CONSIDERED IN DEVELOPING EXPORT TRADE IN FARM MACHINERY.

The following is a synopsis of a long and instructive address delivered recently at the annual convention of implement manufacturers in Chicago, by Roland R. Dennis, a U.S. government expert. Mr. Dennis was appointed a special agent in December, 1907, and ordered to Europe for the purpose of reporting on the trade in American implements in that portion of the world, and after a hurried mission returned in the year 1909. After referring to the great value to the manufacturer of the information contained in the consular reports circulated by the bureau of manufacturers, Mr. Dennis proceeds, in part, as follows:

LITTLE ATTENTION TO FOREIGN TRADE.

For some, to me, unaccountable reason, the average American manufacturer does not take kindly to foreign trade. Companies that are splendidly organized in all other branches and have developed an immense domestic trade do not consider foreign trade of sufficient importance to establish a foreign department and to follow up the possibilities of greatly increasing their sales in this manner. The uttermost corners of the Canadian Northwest, even old Mexico, will be invaded and worked with the energy characteristic of American push and "get there", but the moment the combination of ocean transportation and foreign currency, not to mention a foreign language has to be dealt with, then their courage seems to ooze out of their finger tips.

At a luncheon given in New York, Baron Shibusawa, president of the Japanese commission recently touring the U. S., said: "It is not in the spirit of criticism that I call your attention to the fact that the real reason that you do not sell as much to us as we do to you is because you pay very little

attention to your foreign trade. It is true that you can well afford to be careless in this manner, on account of the richness of this country, but I believe it would be to the mutual interest of both Japan and America if you would develop this part of your business, especially in the Far East, in order to better adjust the balance of trade between the two countries.

AN IMMENSE EXPORT TRADE.

All manufacturers who have given the subject attention are fully aware of there being an immense export trade in certain manufactured lines, the most important being typewriters, cash registers, mowers, reapers and binders. Establishing a market for any of these lines in foreign countries necessitates at first an educational campaign to bring the possible customer to the condition of realizing the fact of his actual need of the article in question, to be followed by a mercantile campaign to secure his order at a figure sufficiently large to make the transaction profitable. When one reads that exports of "mowers, reapers, and binders," and parts thereof, reached the astonishing figures of so many million dollars for the fiscal year ending June 30, last, he should also appreciate that this demand has not been created without an immense amount of hard work. As one of the pioneers in developing this particular branch of the agricultural implement trade in Europe, I can speak from experience, and I cannot help feeling that the same amount of intelligent effort would today establish other branches of the trade on an equally permanent and profitable basis.

After urging the advisability of considering details of construction and personal solicitation and reciting instances where American implements had been copied by foreign manufacturers, especially in

Germany and Sweden, Mr. Dennis proceeds:

COMPARATIVE COST OF PRODUCTION.

Comparative cost of production as between the United States and foreign countries, has ever been a subject about which little practical information has been made available for our manufacturers. Our workmen are much quicker in their movements, our tools are belted up to a speed that a foreigner would never attempt, and above all this the output of our principal works is so immense on any one implement that we can afford to install expensive machinery which in greatly increasing production, decreases cost. I may be over-confident, but I am positive that we can manufacture any standard implement in the United States for considerably less money than it can be produced in any other country in the world.

Mr. Dennis goes on to deal with the importance of the appearance of exported goods, cautions his hearers against economizing in petty ways when turning out implements, especially for the European market, and the urgent need of care in packing goods for foreign shipment, and carries us away to the African continent and thence to the Far East. A trip across Northern Africa and through Russia, especially Asiatic Russia, says the writer of the address, gives one a startling appreciation of the immense tracts of the earth's surface perfectly adapted to the growing of food crops, that are, practically, as yet untouched. On the road from Oran to Tunis in Northern Africa, on the Trans-Siberian railroad, and on the Amoor River, Mr. Dennis rode for hundreds of miles through hundreds of thousands of acres of magnificent virgin lands. The Russian Government is spending millions of roubles every year in transporting farmers and would-be

farmers to Siberia, and have adopted a most liberal policy to assist these people in acquiring farms. So much importance does Mr. Dennis attach to this subject that he quoted at some length from an article which appeared in the Japan Advertiser of Oct. 1, 1908, a newspaper published at Yokohama, as follows:

SIBERIA AS A SELLING FIELD.

"A great new nation is forming in Siberia. One of the greatest migrations in history has been proceeding so quietly that the world, generally, has not noticed the movement. During the last twelve months over 500,000 Russians have gone into Siberia, or equal to half the number of immigrants the United States has received during that period from the whole world. Prince Vassiltchkoff, minister of agriculture, has furnished the Duma with the following figures of the migration across the Ural Mountains: For several years before 1906 it was 60,000 annually; in 1906 it was 180,000; in 1907 it was 400,000; in the first three months of this year it was 420,000, comprising 70,000 families. The migrators seldom go singly or even in families, but gather in colonies for the exodus."

The claim of the Russian authorities at St. Petersburg that 420,000 migrators were moved into Siberia in the first three months of 1908 seems impossible when one considers that a single track railway is the only available means of transport. However, in the matter of this magnitude a few thousands more or less can be ignored without altering the fact of this migration movement having opened to the implement trade a great section of territory that should have their immediate attention. The German and English factories are many of them already represented there and American manufacturers must appear on the field in the very near

future if they expect to secure their share of this new trade.

Cheliabinsk, Omsk, Tshita and Blagoveshtchensk are the four cities that, today, control the distribution of implements in this part of the world. Of these, Omsk and Blagoveshtchensk are much the most important. Omsk has assumed a position as a distributing point quite equal to that held by Kansas City a few years ago, and it sounds almost like a fairy tale when one is told the money values of the implements already being handled from there. When one considers the possibilities of the future it is amazing.

MUST HAVE BRANCHES TO SECURE TRADE.

It is not to be supposed for a moment that a cash against documents in New York policy will secure any portion of this trade. The manufacturer must have his own branch in Omsk, or one of the other cities mentioned, just as so many American factories have their own branches in Fargo, or Portland, or San Francisco. There must not be more than one middle-man between the manufacturer and consumer. Credit must be granted, but it need not be excessive. All payments completed after the second harvest seems to be the limit that it is necessary to go now, and undoubtedly after the colonist becomes a little more firmly established, this limit may be shortened, too, after the first harvest. The average time of delivery to Omsk from Chicago, via Pacific route, San Francisco to Vladivostock and thence by rail, is 45 days, while the Atlantic route, via New York, Hamburg or Bremen or to Windau or Riga, thence by rail, requires 100 days.

MANY CREAMERIES IN SIBERIA.

Among the acquaintances made by Mr. Dennis during his 50,000 miles of travel last year was a Mr. Hansen, a Dane, president of the Siberian Co., which have at present 40 creameries in Siberia and are adding to this number as rapidly as new villages are found where the peasant can be persuaded to deliver his milk instead of working it himself. Mr. Hansen estimated that they took milk from about 12,000 peasants, each of whom kept from four to six cows. The Siberian Co. have a turnover in butter amounting to nearly \$6,000,000 per annum, and are large purchasers of agricultural implements of all classes that are adapted to the wants of the peasant clients. They grant a limited line of credit to any peasant who delivers them milk, and in settling with him each month retain a certain percentage of the amount due him, crediting the sum on his account and paying him the balance in cash. This system has undoubtedly been a great factor in the unprecedented success of the company. Mr. Hansen was sure there were many implements turned out by American manufacturers in which his company could do a large business if the machines were properly introduced in the country.

The manager of the largest implement house in Bordeaux, France, assured Mr. Dennis that most American manufacturers made a very grave mistake in not getting into closer touch with the European trade and its possibilities. As a general rule, they were not only not liberal enough in their terms of payment but as a rule were far too conservative to make slight alterations in their wares to suit

them to European requirements or prejudices.

Mr. Dennis dwells at length on the extreme care that is necessary in the selection of the men that are sent abroad to represent manufacturers on this continent, and concludes his admirable and highly interesting address as follows:

GOODS MUST BE PROVEN BY TRIAL.

There have been so many half-hearted attempts and subsequent abandonments of the field on the part of U. S. manufacturers, endeavoring to introduce their goods into foreign markets, that, naturally, the dealers cannot help wondering how long an establishment will hold out. To have the slightest chance of success the field must be gone over carefully and the goods proven by actual trial to be perfectly fitted to the work they are intended for. Many failures could be attributed to lack of organization and persistence in following up, whilst in many cases the field was abandoned just as success was near at hand, thus allowing other competitors to reap the benefit of money and ability expended in developing a certain line of goods.

A seemingly practical suggestion for the formation of a joint stock company is given by the Consul-General at Marseilles, and, after enumerating the multifarious difficulties that one must necessarily expect to encounter when the matter of foreign trade is taken up in a manner which its importance demands, Mr. Dennis closes by saying: "All petty details which differ from our home trade routine are galling when first encountered, but soon come to be 'all in a day's work.' The trade is there, it is for you to go out and get it."

In connection with the above ar-

ticle we would draw attention to the fact that it is proposed to hold an exposition at Omsk, Asiatic Russia, from Sept. 2 to Oct. 2, 1910, the object being to familiarize the population of Siberia with the most improved agricultural machinery and latest industrial inventions.—Ed.

Early History of The Binder.

The death occurred last month, at Janesville, Wis., of Charles B. Withington, generally known as the "father of the grain-binding industry", who began to experiment in the early sixties along the line of an improved grain binder. In 1870 he obtained a patent for an invention which was ultimately destined to revolutionize the agricultural industry. In 1874 he sold the patent to Cyrus H. McCormick, of Chicago. Until 1879 the best harvester was a wire string self-binder invented by Sylvanus D. Locke, which was developed to its highest point of perfection by Withington. From 1874 until 1894 Withington was associated in business with the McCormicks, and did special experimental work for the McCormick interests in his shop at Janesville during the ten years following. The Withington machine was pushed by McCormick with great energy, and 50,000 were sold between 1877 and 1885. Of simple mechanism, the machine was a complete success, but the farmers disliked it owing to the fact that the wire was liable to mix with the straw, and thus injure horses and cattle.

Although harvesting the corn crop is a problem which has engaged the attention of American inventors since 1850, it was not until 1895 that a practical corn binder was placed on the market. This machine was patented in 1892 by A. S. Peck, of Illinois, but did not prove practical until many improvements had been made by the McCormick experimental staff.

MR. DEALER: INCREASE YOUR PROFITS FOR 1910

Secure the agency for the easy selling Manitoba Line.

GASOLINE ENGINES (in all sizes) Stationary, Portable and Traction.

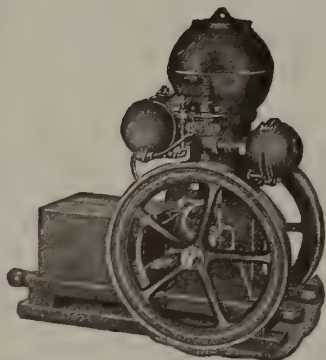
WINDMILLS—Steel power and pumping, sizes suitable for all conditions.

GRAIN GRINDERS, Steel Saw Frames. Wood and iron Pumps, single and double acting.

Sell the goods made in the West.

A large addition to our factory will enable us to double our output for this season.

Write for agency contracts and dealers' prices.



7 H. P. Hopper-cooled Vertical Portable Engine



THE MANITOBA WINDMILL & PUMP CO., LTD.

BOX 301,

BRANDON, MAN.,

A 1910 Calendar from B.C.

Of the 1910 calendars received, none have been more tastefully got up than one which has just come to hand from T. J. Trapp & Co., Ltd., New Westminster, B.C. It has a reproduction of the beautiful Highland scene from the noted painting—"The Alarm," by F. W. Hayes. Apart from its utility, the calendar will be an artistic and pleasing addition to any office.

Life's Little Ills.

Man's life is full of trouble and temptation. He comes into the world without his consent and goes out of it against his will. His journey through is rocky and beset with strange and contradictory experiences. When he is little the big girls kiss him, and when he is big the little girls kiss him. When he is a child he wants candy and can't get it, and when he is a man he can get candy and don't want it. When he is a boy he wishes he were a man, and when he is a man he wishes he were a boy again. If he raises a large family he is a chump; if he raises a cheque he is a thief; if he is poor he is a bad manager; if he is rich he is dishonest. If he is in politics it is for graft, and if out of politics you can't place him and he is no good to his country. If he gives to charity it is for show, and if he does not he is a stingy cuss. If he dies young there was a great future before him, and if he lives to an old age he has missed his calling. If he is active in religion he is a hypocrite, and if he takes no interest in religious mat-

ters he is a hardened sinner. If he shows affection he is a soft specimen; if he has none he is a cold-blooded proposition.

In order to be entirely healthy he must eat nothing, smoke nothing, drink nothing, and see that the air is properly sterilized before breathing.—Farm Machinery.

The Great Telescope.

The great telescope of the Paris Exposition of 1900, which was built at a cost of \$150,000 is now being offered for sale at one-tenth its original value. Ninety per cent is quite a reduction and we are considering the advisability of purchasing, with a view to seeking by its aid, the lonely implement man who has forgotten to renew his subscription. Of course, we would rather not alter our premises, and as the "spy-glass" needs a building 130 feet long to accommodate it, we would be glad if you will save us the trouble of re-building or leasing more commodious quarters by sending along your renewal. Do it now, the subscription price for Canadian Farm Implements is one dollar per year.

Use soft words and hard arguments.

A Most Serviceable Calendar.

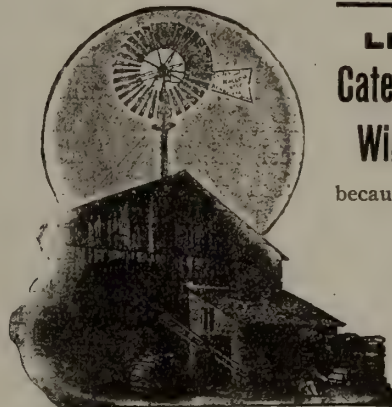
One of the most useful and valuable calendars that we have seen for a long time has reached us from the Moline Plow Co., of Moline, Ill. It is a large, beautifully printed, colored map of North America, which will adorn the walls of the office of any business man. But it is in its undoubted usefulness that we find its true value. The portion of the map relating to Canada is well up to date and carries us as far north as civilization has penetrated. It is no doubt a costly innovation in the calendar line, but the scope of its usefulness will be found to be very extensive. All points on this continent where the Moline Plow Co. are represented are indicated, on the map, by a min-

iature "Flying Dutchman" trademark of the company.

Deere & Co. Calendar.

Deere & Co., of Moline, Ill., have again presented us with one of their annual calendars. This year's calendar contains the same bas-relief bust of the late John Deere as was embossed on the Deere calendars for the preceding three years, yet the design is still found to be popular with the trade. The background of the calendar is this year of a lighter hue, whilst a colored contrast is made between the first steel plow of 1837 and the new Deere plow of 1910.

Courtesy is like bread which, when cast upon the waters, comes back nicely buttered.



LIVE DEALERS will sell
Cater's Wood and Iron Pumps, Star
Windmills and Gasoline Engines

because they are of the Highest Grade and
Lowest in Price

Write for our Special Cash Price

Address

Brandon Pump and Windmill Works,
H. CATER.....Proprietor
Brandon, Man.

HORSE BLANKETS FOR 1910

Our travellers are now on the road with an exceptionally large range of samples. A postal card will bring samples to you.

HARNESS

Team, Express, Carriage and Single Driving. The largest variety of styles and latest designs to be had anywhere.

CARRIAGES

Our vehicle lines for next season are most complete; the designs are the latest. Catalogue for the asking.

E. N. HENEY CO., LTD.

WINNIPEG, CAN.

MONTREAL, P. Q.

Brandon.

The Brandon Grain Growers' Association met on the 1st ult., when the following officers were elected for the ensuing year: President, W. H. Johnson. Vice-president, W. H. Dunbar. Directors: Messrs. Brinklow, White, Valens, Blight and Allen. A delegation to the Manitoba Grain Growers' Convention was appointed and consists of President Johnson, Messrs. Crawford, Valens and Nichol.

With the introduction of gas for lighting and heating purposes, there are prospects of apartment blocks in the city becoming realities in the near future. As a direct result of the coming of this new utility, it is reported that three large apartment blocks may be erected early next season. It is also reported that a mill for the manufacture of tar-paper and roofing-felt, which are extensively used in the West, may be built, as tar can be obtained from the gas-works for this purpose.

The annual meeting of "The Stover Gasoline Engine Co." was held at the offices of the company. The annual report and balance sheet presented by the Secretary-Treasurer showed a very substantial profit on last year's business. The shareholders expressed their approval at the amount of business done, and of the dividend declared. For the next year, provision is being made for an extension of their business by adding automobiles to their stock. The following were elected directors for 1910: Messrs. W. Henderson, J. C. Miller, E. W. Hanna, P. C. Mitchell, Dr. Coxe, D. E. Fraser and T. D. Stewart. Sheriff Henderson was elected president, J. C. Miller vice-president and F. Kellet sec.-treas.

The seventh annual convention of the Manitoba Grain Growers' Association met on December 15th. Over 500 farmers attended. Subjects of interest to the farmer were discussed, and the general business of the meeting was got through with despatch. Some of the matters dealt with were Tariff Reduction, Beef Trust, Coal Combine, gasoline troubles and elevators. The Hon. G. R. Colwell carried the meeting by storm when announcing that the Manitoba Government had accepted the principle laid down by the Grain Growers' Association of establishing elevators as public utilities, owned by the public, and is prepared to co-operate with the Association in carrying out that policy, and working out a plan to that end. An unanimous vote of thanks to the Government was passed. Officers elected for 1910 were: Hon. President, for life, J. W. Scallion, Vir- den. President, D. M. McQuaig. Vice-president, R. C. Henders. Executive: Messrs. G. H. Malcolm, M.P.P.; J. Wood, R. Avison, J. F. Allison and F. W. Cairns.

Mr W. I. Smale has accepted the position of manager of the Brandon summer fair. Mr. Smale is considered to be particularly suited to the position, having all the qualifications needed to make it a success.

Brandon civic elections passed off very quietly this year. There were only two contests for school trustee. All the aldermen were elected by acclamation. The by-law for \$10,000.00 for road improvement was endorsed by a good majority.

Extensive improvements have been made in the quarters of the Commercial Club which include a

re-arrangement of the interior, necessitated by the rapid increase of membership. The club, composed mainly of young business and professional men of the city, has now well appointed apartments.

The Brandon Trust Co. was formally opened for business a few days ago. It starts off with 250 shareholders and sufficient capital to command the confidence of the public. The following were elected directors for the ensuing year: Messrs. A. C. Fraser, J. S. Maxwell, H. L. Adolf, J. A. McDonald, J. E. Smith, A. L. Young, W. Ferguson and G. S. Munn. A. C. Fraser was elected President; A. L. Young Vice-president; J. R. Little, Managing Director; and H. L. Adolf, Solicitor.

We are sorry that one of our old-timers is leaving us, in the person of Mr. J. P. Brisbin, who leaves in January for Regina, to take the position of provincial manager for Saskatchewan for the Federal Life Assurance Co.

A deputation, representing the city council, met the officials of the C. N. R. last week, at Winnipeg, in connection with the proposed new station and hotel. They received a definite promise that it should be built. The hotel is to have not less than 100 rooms. The conditions are: That Lorne Avenue is to be closed, with a foot subway under the tracks and exemption from taxation for 20 years up to a \$20,000.00 valuation.

This hotel, with the New Brunswick to be built, together with the enlargement of the Imperial should fill a long felt want in accommodation for the travelling public.

The Central Fire Insurance Co. has increased its stock up to \$3,000,000.00—double what it was be-

fore. The whole of the new stock has been taken up by the old shareholders.

It is with regret we announce the death of Mrs. Inkster, the wife of Mr. J. C. B. Inkster, agent for the Frost & Wood Co. Much sympathy is expressed with Mr. Inkster, by the trade generally, in his sad bereavement.

The implement business has for the last month been very quiet, but stocks of cutters and sleighs are pretty well sold out. We hear of a few spring orders for drills and plows being taken, and the outlook appears well for a good spring trade.

Collections are still behind, and there will be a great rush for money in the early part of the new year, as there is still considerable grain in the farmers' granaries.

Mr. D. Shirriff, of the Cockshutt Plow Co., spent a couple of days at Winnipeg during the end of December.

Mr. J. C. B. Inkster, of the Frost & Wood Co., was at Winnipeg for a few days.

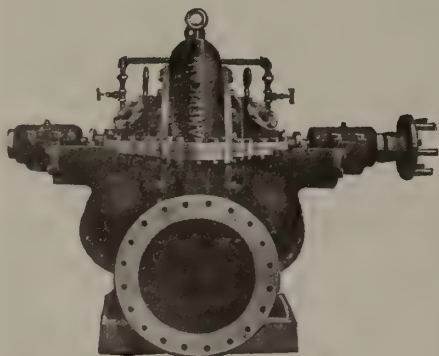
Mr. J. C. Hyndman is going to Chicago about the middle of January on business with his company, the I. C. H.

Mr. E. J. Gifford spent a few days out of the city in the interests of his company, the North-West Thresher Co.

Mr. James Shirriff, of the Portage Iron Works, Portage la Prairie, Man., was a visitor to the city the day before Christmas. Mr. Shirriff says that it always makes him lonesome for a few days after being in Brandon, where he spent so many years.

"Smile and the world delights with you; Croak, and you croak alone."

THE STANDARD by which OTHERS are JUDGED



is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198 page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

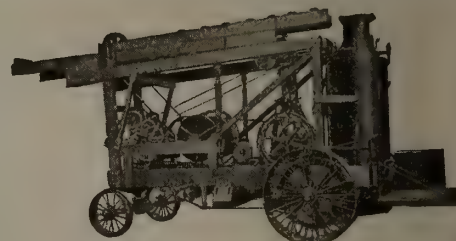
The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type. Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

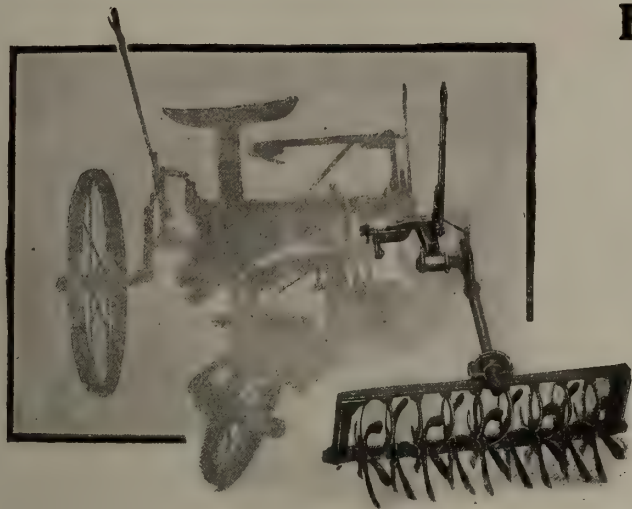
THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



National Rotary Harrows

FOR PLOWS



We are the originators of the stationary beam in combination with the swinging beam on Rotary Harrow Attachments for Plows. A feature which has proven to be the most vital point as shown by the remarkable sales to date. All blades are drawn to a sharp cutting edge and shaped to produce a Draw Cut in penetration of the soil. Lifting lever is positioned to be within easy reach of the operator, whether in the seat or behind the plow.

This attachment reduces the plowing, dragging and harrowing to one operation, at a time when it should be done. One man and team does the work of three men and three teams, and guaranteed to produce a better seed bed.

It is a labor saver and a money maker for the farmer. Representative dealers wanted in all unoccupied territory.

MANUFACTURED BY

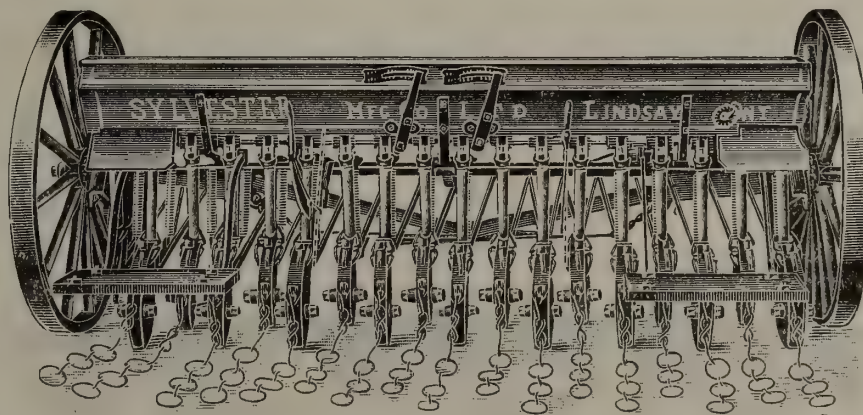
THE NATIONAL HARROW CO., LEROY, ILL.

(INCORPORATED)

TUDHOPE, ANDERSON & CO. LTD., GENERAL AGENTS FOR CANADA.

SYLVESTER DOUBLE DISC DRILLS

Our contract
for 1910
will make you
money



A post card
will bring
full particulars
to you

The Sylvester drill is the only drill sold in Canada manufactured under the Stevenson Patent. This is the patent that revolutionized grain seeding machines.

These drills are perfect in construction; the continuous axle makes sagging an impossibility.

They are made in 18, 20, 22 and 24 sizes, Disc and Shoe. They are interchangeable so that either disc or drag shoes may be used, and the perfection of our disc scraper has not been approached by any other manufacturer.

Sole Jobbers for Western Canada:

TUDHOPE, ANDERSON & CO., LTD.

WINNIPEG

CALGARY

SASKATOON

REGINA

Regina.

D. J. Taylor has resigned the management of the Cockshutt Plow Company, Limited, to accept a position as Western manager of the firm of Gould, Shapley and Muir Company, Limited, Brantford, Ont., manufacturers of windmills, water supply goods, concrete mixers, grain grinders, gas and gasoline engines, etc.

Heretofore, the firm's goods have been handled in the West by the Cockshutt Plow Company, but their trade has developed to such an extent that they deem it necessary to establish a western branch of their own.

Mr. Taylor is thoroughly familiar with the line of goods which he will handle in future as he has had a great deal to do with introducing and selling them in western Canada for the past fifteen, or more, years.

Mr. Taylor's headquarters will be in Winnipeg after Feb. 1st, 1910, when he expects to leave his present position to commence the western organization of his new firm.

The Cockshutt Plow Company, in accepting Mr. Taylor's resignation, presented him with a very substantial cheque in recognition of his long and faithful service to the Company.

It will be a matter of regret to a large circle of friends that Mr. Taylor finds it necessary to leave Regina. Since the Cockshutt Plow Company opened here, he has been the local manager, and has always taken an active interest in public and municipal affairs. As a member of the Metropolitan Methodist church, he has taken a prominent part in the work, and in almost every public sphere he was heard from. He will take charge of the business in Winnipeg about the first of February, but will not

likely move away from this city until summer.

Specifications sent in by various agencies throughout the country to the implement jobbers here for spring requirements are eminently satisfactory and point to a larger volume of business being done in the province next year than ever before in the implement business of this province. The orders have gone forward to the factories and shipments will commence in January.

The Cockshutt Plow Company took over the warehouse and stock of the Frost & Wood Company on January 1st, and will use the warehouse in addition to their present premises. They will also erect additional warehouse accommodation next spring, their present space not being sufficient to cope with the large increase of business.

W. P. Wells, manager of the International Harvester Company of America, will leave about Jan. 10th for Chicago on his annual trip, in which business and pleasure are combined. While at head office he will make definite arrangements for the erection of the new building, which it is proposed to erect in the spring. This will be 100 feet x 96 feet, three stories high with basement, and will be built of solid brick. The present building is 96 feet x 66 feet, three stories high with basement, also of brick, so that when their new building is completed they will have one of the largest warehouse buildings in the west.

The programme of municipal development for the coming year includes some extensive improvements in the wholesale and warehouse district which will be a great benefit to many of the implement houses, among others. The cost of the subway at Albert Street has been apportioned by the Board of

Railway Commissioners and this work will be part of the scheme. Albert Street will be paved forty feet wide from the subway to Dewdney Street, (two blocks). Dewdney Street will be paved from Albert Street to Toronto Street, (thirteen blocks) 32 feet wide. Rose Street, 32 feet wide, from Dewdney Street to 7th Avenue (two blocks) and Broad Street, 32 feet wide, from Dewdney Street to 7th avenue (two blocks).

The freight sheds are being located on Dewdney Street at the corner of Smith Street and the team tracks also on Dewdney Street, east of Hamilton Street. This will make a most complete scheme to serve the wholesale and warehouse section, and practically all the heavy draying can be done without leaving the pavement.

Precautions Against Fire.

Mr. A. Lindback, Manitoba Fire Commissioner, has issued the following bulletin of precautions, for avoiding outbreaks of fire:

Protect open flue-holes with sheet iron, or better, brick them up.

Steam-pipes should be kept clear of all wood.

Stove-pipes should be run direct to brick chimneys and never through floors or partitions.

Protect floors under and about stoves with brick, cement, or sheet iron.

If stove pipes must be passed through floors or partitions, protect the wood by providing ventilation between the protecting material and the wood.

Electricity, when improperly installed, is dangerous; lamp cords should not be hung on nails or wrapped around any piping; paper shades should never be used.

Stairways should be kept clear at all times—never place any stock or shelving on stairs.

Never pile stock in front of windows or against doors.

Arrange to open all electrical power with switches before leaving buildings, where no watch of any kind is kept during night.

Fire doors and shutters should be closed every night.

In buildings containing large values of merchandise, proper approved protection should be provided, and extinguishers be inspected and tried at least twice yearly, and a night watch be provided.

Oily rags and paper saturated with printer's ink, damp lamp black and pulverized coal and charcoal

will produce spontaneous combustion.

Abandon the use of parlor or other phosphorous matches; get into the habit of using safety matches, they cost no more and their universal use would eliminate at least one quarter of our fire losses.

Require all doors to swing outward, especially in public buildings.

Protect all exposed openings with fire doors, or wire glass in steel frames—wire glass in wooden frames affords no extra protection.

The New Obsession.

Oh! It's motoring here and it's motoring there,
It's motoring, motoring everywhere.

The babies in motoring carriages go,

The kids soon will coast on the silvery snow.

In automobiles we steep automoslides.

In wildly hilarious automorides.

Our dancers are dancing gay automojigs,

Our doctors drive round in their automogigs;

And those who would perch on Fame's highest bars.

Now hitch up their wagons to automostars.

The farmer is smiling his harvest to gain

When loading his hay on his automowain,

Or scarring the earth with his automoplow,

Or milking his gasoline automocow;

Or sending the choreman with automolegs

To gather each morn the fresh autoeggs

'Neath the automohens in the automocoop,

To the tune of the rooster's shrill automowhoop,

While he who plays golf will rejoice at the call

Of the automocaddy who chases the ball.

The automocamel will soon lead the van

From Automosheba to Automadan,

And down in the kitchen by hook or by crook

Some day will rejoice in an automocook

Who more than a week in the household will stop

To joy in the jests of the automocop.

Yes, it's motors by day and it's motors by night;

Wherever we look there's a motor in sight.

All over the land they are quite the formage

And every old barn has become a garage!

—Success.

HERO GRAIN SEPARATORS



**Captured the 1909 Business.
Sold through the Trade only.**

The "Hero" is the best grain separator on the market. Every machine is built of the best materials procurable. It excels in thoroughness of work and cleans oats from wheat perfectly.

No other Separator can compare with the "Hero" for reliability and efficiency.

It gives satisfaction to every user and brings new business to every seller.

If you want the grain separator trade of your district handle the "Hero."

**Hero Manufacturing Co. Ltd.,
Winnipeg.**

A man who does not practice what he preaches is like a giant of brass on clay legs.



Prosperity and the New Year, hand in hand, greet those who sell and those who use farm machines and implements bearing the I H C trade mark



INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
CHICAGO, U. S. A.



To Word to the Trade



WITH the passing of the old year comes the resolve to make the coming twelvemonth a period of greater achievement.

At this time also comes the impulse to review the past, and it is with great satisfaction and pleasure that the International Harvester Company of America looks back on the spirit of loyalty and co-operation which has marked the attitude of the thousands of dealers who have taken part in the wide distribution of I H C farm machines and implements.

It is true that the relationship between the Company and its dealers has been one of commerce with the idea of mutual benefit, but beyond the view-point of trade, as such, there has been manifest an increased reciprocity and a development of common interest unknown in the realms of business a few decades ago.

We have tried to foster this spirit. We have endeavored to accord fair treatment to all with whom we have had business dealings, and we appreciate the fair treatment received in return.

President Cyrus H. McCormick in a recent message to the employes of the Company sounded the watchword of fair dealing when he said: "We intend that all with whom we have business relations shall be accorded the same fair and just treatment that each employe expects and will receive from this Company."

This message to our own men represents the standard we have striven to keep in all our transactions with our dealers.

That we have succeeded in a large measure is shown by the harmony, enthusiasm and energy which have been so

noticeable throughout the year, and that this harmony may be an integral part of our business association for the year that is coming is the earnest purpose of the Company.

The world-wide distribution of modern agricultural equipment, in which you have taken such a prominent part, is a business that stands pre-eminently for progress.

By the introduction of the machines which you sell, the time required to produce a bushel of wheat has been lowered from three hours to ten minutes. The labor cost of this bushel has been reduced from 17 $\frac{3}{4}$ cents to 3 $\frac{1}{2}$ cents. With each sale of a manure spreader you increase the producing value of some farmer's land 30 per cent; with each cream harvester you lessen the drudgery of some housewife; with each small gasoline engine you save some farmer untold hours of work; with each gasoline tractor you dispel the burden of a dozen horses; with each corn binder you keep straight the back of the American boy, and so on down the entire I H C line of man-saving, labor-saving, time-saving and money-saving machines.

To the men who lived one hundred years ago, the sowing and harvesting of grain as it is done to-day would seem a miracle. To the men who live to-day, it is a blessing.

All who carry on this work by the use of their hands, their brains or their capital—although for a profit—are engaged in the great work of multiplying the productivity of the soil and feeding a hungry world.

It is with this spirit that we face the New Year; and it is with this spirit that we seek the good will of those with whom we work.

May you have a happy and prosperous New Year.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(Incorporated)

CHICAGO U S A

Trade Relations With the U. S.

The Weekly Implement Trade Journal, of Kansas City, Mo., is angry over the ratification of the Franco-Canadian Treaty. This publication has endeavored from time to time to awaken an interest in the danger of losing the Canadian trade in agricultural implements impending by the refusal of the U. S. Congress to listen to appeals for reciprocal trade relations. "Year by year this indifference has continued, and year by year our northern neighbor, once in a receptive and responsive mood and ready to yield to almost any reasonable and fair request on the part of the United States, has grown weary of our indifference until she herself has grown indifferent, and begun flirting with other nations, and has gradually but surely shut the door in our faces."

This "flirting with other nations" is rather a far-fetched phrase. What was really meant was that Canada was fostering and promoting trade relations with the object of upbuilding the foreign trade of the Dominion. Similar overtures which were, again and again, made to successive governments at Washington by the government of Canada were repeatedly ignored. Canada is now rapidly reaching the status of nationhood, she now frames her own treaties, and formulates a policy which her ministers consider best in the true interests of the Dominion. But while our energies and interests must centre mainly on the building up of our own Dominion we are ever conscious that we live in an age which is pregnant with great and ever-growing issues, and our desire will ever be to promote industrial peace by averting industrial war.

What our contemporary is really incensed over is the fact that American manufacturers have already started factories in Canada, against the time of possible exclusion, which is regarded as the loss of just that much manufacturing business to the manufacturers of the United States, and the wholesale development of Canada's manufacturing and export trade. For this we cannot be blamed; the high tariff politicians at Washington are directly responsible for this state of affairs, but for our contemporary to say that "Canadian enthusiasts are gleefully declaring that the ratification of the treaty with France means that Canada will promptly oust the United States

from the control of the French market on agricultural implements," is to say that which is not in accordance with facts.

The offer of reciprocity by Canada has always been treated with contempt by the U. S. Congress, and now that the Dominion is assuming her rightful place in line with other commercial nations, to be threatened with retaliation for moulding our own destinies, as we regard best for our own interests, does not trouble us very much. Up to now we have withstood all the opposition that has confronted us, and now that Miss Canada has "grown out of pantalettes and sun-bonnet" she will be better prepared for retaliation than in her younger days. And even with the ratification of the French Treaty, the consideration of the question of reciprocity between the United States and Canada seems as far off as ever.

It is, however, gratifying to us to find intuitive writers in the trade press of Kansas whose keen business insight led them long ago to see what is now about to really happen. Though we deem it wise not to unnecessarily tie our hands by entangling in fiscal alliances with other countries, yet we cannot regard it as an act of international courtesy for Canada to ratify the Treaty of Commerce with France. Respecting any possible friction arising in consequence of the recent tariff legislation in the United States, we regard the message of President Taft to Congress as being conciliatory and reassuring in tone, and though Canada can hope that the maximum schedules of the Payne tariff will not be invoked or even held up as a menace, still the fact remains that the new American tariff does nothing to encourage Canadian trade or extend a hope of reciprocity.

A Good Rebuff.

"If there is any reason why you do not buy of us, please give us your reasons in the enclosed stamped envelope, and we will strive to remove the cause."

The foregoing is the pith and substance of a letter recently received by a physician from a large catalogue house, to which the physician replied as follows:

Your letter of recent date asking why I had not traded with you for a long time, is received, and as you ask me to tell you frankly why, I will give you a few reasons:

"First. I am in business in this

community, and am looking to this community with its varied interests for my support. I cannot ask the merchants of this town for their support if I do not give them mine.

"Second. In looking over my books, I fail to find the names of either Mr. —, Mr. —, or — Co., which reminds me that neither of these gentlemen have ever given me a cent's patronage. Why is this? Am I too far away, or, have neither of them needed a physician, or, are they afraid of the mail order plan when it comes to the practice of medicine? I can certainly give as good satisfaction by mail as your house can, and will appreciate a call from either of them when in need of medical service.

"Third. In looking over the subscription lists for improving our streets and highways, I have failed to find the name of either member of your firm down for one cent to assist in the work. Also I have been unable to find your name on any charity lists where help has been rendered to our poor; in other words, you are not down as a contributor to our Helping Hand Society. In fact, in all the movements for the betterment of our condition,

where our community has needed the united efforts of her public-spirited citizens, I have failed to find your name among the list of contributing merchants. Your name is not on our city tax books, nor do I find where you have paid a city license to do a mercantile business in competition with our home merchants.

"These are a few answers to your question, and I trust you will see the justice of them."

This is the season of the catalogue houses, and it is incumbent on the western dealer whose trade is being taken to keep busy frustrating the efforts of his business rivals. Every man who has the welfare of his town at heart will admit that it is detrimental to the progress of his town and district that money be sent to outside points. If this can be conclusively proved to the general public the trade of each local business man will increase thereby and the outside trade will diminish at a corresponding ratio. Western buyers should always have in mind the answer above referred to when contemplating winter purchases. It is well to bear in mind that your local store can sell you as cheap



MR. IMPLEMENT DEALER

Why not handle this profitable line?

"METALLIC" BUILDING MATERIALS

It means both profit and reputation, for the weatherproof qualities of "Metallic" have been proven.

"Eastlake" Metallic Shingles have successfully withstood the wear and tear of all climatic conditions for 25 years. They make a permanent roof—a roof that is weatherproof for all time.

Go after those unsatisfactory wooden roofs—tell your customers of the durability of "Eastlake" Steel Shingles.

Write today for our Catalogue No. 80. It will assist you in making many sales.

"Eastlake" Metallic Shingles

"Manitoba" Steel Siding

Corrugated Iron—galvanized or painted

"Metallic" Cornices

"Metallic" Portable Granaries

Conductor Pipe and Eavetrough

"Metallic" Ceilings and Walls

We are the oldest and largest Sheet Metal building material firm in Canada.

Manufacturers:



Western Canada
Factory

797 Notre Dame Avenue, Winnipeg

2073

for cash, goods of the same grade as do the mail order concerns. We know this is true as regards implements and harness and believe it is also the case in almost, if not every other line.

Make Most of Opportunities.

A bright young man who has not had much experience in business, having started for himself about two years ago up in the northwest, in the farm implement business, was driving in the country recently, in company with an old, experienced traveller. On their return trip they were driving at a good stiff gait, being in a hurry to catch a train that the traveller desired to take, when they overhauled a farmer driving a team hitched to a light wagon. The road was narrow and the farmer's team was jogging along at a moderate gait. The young dealer started to drive by at a point that would necessarily crowd the farmer's team, when the traveller stopped him and offered this piece of advice:

"Never drive by a farmer until you come to a part of the road where there is plenty of room to

pass comfortably, and then drive up abreast of him and take the trouble to explain that you are in a hurry or you would not offer to pass. This farmer may want to buy goods in your line at some future date, and very likely will have pleasant recollections of the time he met you on the road."

The fact is, if you rush by a farmer you will insult him. There is nothing that annoys the average farmer more than to be passed on the road. It is against the canons of country etiquette. Plenty of old gentlemen will run their horses and do other reckless things rather than be driven by. It would be a poor way to open up business in a new district carrying a load of unpopularity from some such seemingly simple matter.

If you say that a large majority of men would take no account of such an incident you are mistaken and the fact still remains that opportunities for making a good impression do not come so often in life, that one can afford to allow a single chance to pass, and a few moments spent at each, will surely bring large returns.—Farm Machinery.

The Cream Separator Proposition.

A Practical Implement Man On Handling It.

At the session of the Minnesota Implement dealers, in convention, in Minneapolis last December, A. Marckel, of Perham, Minn., read the following interesting article on the cream separator:

The cream separator business in the past has been largely handled by farmer agents and local creameries, the farmer agent standing ever ready to divide his commission with the customer and the local creamery agent ready to make a sale even though it be at actual cost in order to gain a new patron for his creamery. I am pleased to note that the separator business of today is fast passing into the hands of wide-awake legitimate implement dealers, due largely to the interest taken in the sale of separators by some of our leading implement jobbers.

The separator business has, in the past, also been handled by manufacturers and dealers on the "fighting order," advertising contests, etc., very much in the same order as in olden times plows were handled. This unpleasant feature of the business has been eliminated to a great extent, and well it should be,

as there is nothing to gain and only bad feeling created which is detrimental to everyone concerned.

The cream separator business as it is now carried on is a very satisfactory business. As mentioned, it is now being handled by legitimate implement dealers. However, there is one great improvement needed and that is that there be more legitimate competition among the dealers themselves. When a dealer places a cream separator with a farmer on trial there is a tendency on the part of his competitor to go right out and place another one there, and a third one comes in, and so on, which is neither more right nor proper than it would be if one dealer sold a farmer a gang plow, or a wagon and asked him to try it, with a view to get him to return the one he was using.

Cream separators are no different from other articles in the implement line and should be treated identically the same. Of course, the dealer guarantees the separator to be as close a skimmer as any separator on the market. If the farmer is able to demonstrate it is not, then it is "up to" the dealer to

MAKE SURE OF SHARPLES TUBULAR SEPARATORS FOR 1910

It is not likely that you want to go on handling any common cream separator another year. You can put your experience and ability to better use.

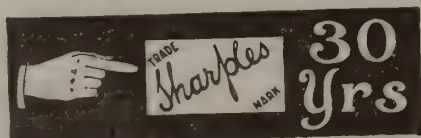
Leading dealers everywhere, the live ones who choose with an eye to easy sales and the most of them, are handling Sharples Dairy Tubular Cream Separators because Tubulars sell themselves and then sell more.

Consider these facts carefully: Tubular sales—right now—easily exceed the total sales of most, if not all, other makes combined. Your competitor's customers come to you for a Tubular after your competitor has convinced them that they need separators. Tubulars probably replace more common separators every year than any one maker of such machines sells. Buyers, to whom peddlers or competitors may have sold, become dissatisfied and buy a Tubular of you. In that way Tubulars certainly do pull in a lot of new customers—and make permanent customers of them, too.

So make sure of Sharples Tubulars—The World's Best—for 1910. The manufacture of Tubulars is one of Canada's leading industries. America's oldest separator concern. Heavy, continuous advertising all the time. Dealers only. Write at once for contract and ask to have a traveller call.



**Sharples Dairy
Tubular
The World's Best**



THE SHARPLES SEPARATOR CO.,
Toronto, Ont., Winnipeg, Man.

convince the farmer of his error.

When selling cream separators a signed order should be secured, if the farmer is strictly in the market for a separator. Such order blanks are furnished by all cream separator concerns. These order blanks cover a warranty and the farmer should be expected to settle according to said warranty. Of course there are farmers who, in their own estimation, are not ready to buy a cream separator, to whom the dealer is anxious to sell, knowing that they should have separators; in which case it is advisable for the dealer to take out a separator, or allow the farmer to take it out, and let him try it for a reasonable time. During this time his competitors should not interfere in any way, until the first dealer has failed to make a sale.

Another matter to be considered is the fight of some local creameries against hand separators. The butter makers and stock holders of the creameries should be shown the error of their way in fighting hand separators, for several reasons: First: It has been demonstrated in all dairy countries that a cream separator in the hands of a farmer is a profitable investment. It saves

time, and he can have the skim milk to feed his young stock when it is warm and fresh, without any danger of carrying tuberculosis, as he is liable to do when hauling skim milk from the creamery.

Second: If the local creamery continues to fight hand separators, sooner or later the farmer, from interviews with other farmers, who own hand separators on the outskirts, possibly, or, having read of the advisability of the separator in some dairy or farm papers, will buy a hand separator and commence to ship his cream to some centralizing point; and whether or not the centralizing plants are in a position to pay a better price for cream than the local creamery, they seem to be able to convince the farmers that they can do so, and when a farmer once commences to ship his cream, it is a hard matter at some future time for the local creamery, when it decides to fall into line, to get that particular farmer back again.

The local implement dealer through whose hands the hand separators are being sold, should bring this matter up in a way that will benefit the creamery and its patrons, the farmers themselves as dairymen, and also benefit himself as a business man in that particu-

lar town without taking into consideration the profit on hand separators, which have come to stay.

Now, in regard to catalog house separators. I find that some dealers complain a good deal about the catalog house doing business in their localities, which is not such a hard matter to overcome.

It should be an easy matter for the dealer to call the farmer's attention to the fact that a cream separator is the very last thing on earth that he should buy from a catalog house, as he can make or lose a great amount of money in a year's time, without being conscious of it, depending on whether or not he has a cream separator with which he gets all the cream there is in his milk. For instance: Take the difference in the skimming qualities of two separators at five one-hundredths of one per cent., which may seem to you a very small difference. Presuming that your milk will test 4 per cent. or four pounds of butter-fat to every 100 pounds of milk, this small difference of five one hundredths of one per cent. means a loss to the farmer of one-fifth of a pound of butter fat to every 100 lbs. of milk.

Figuring that he owns ten cows,

and they average only three quarts of milk to the milking, in 365 days this amounts to 43,800 pounds of milk. The loss of one-fifth of a pound of butter-fat to every 100 pounds of milk means a loss of eighty-seven pounds of butter fat, which, at 20 cents a pound, amounts to \$17.40. This is putting the case very mildly, as the average catalog house separator will not come within five one-hundredths of 1 per cent. of a high grade separator, nor anywhere near that high mark.

If these figures are brought before a farmer of some intelligence he will see what a great loss he will sustain. The matter of repairs is the same with a cream separator as with any other implement.

Catalog houses buy separators built by one concern one year and from some one else the next, and so on, and when a farmer wants some new parts or repairs, he is "up against it." I could enlarge upon this to quite an extent, by citing instances, etc., but you are familiar with the matter of repairs for catalog house goods. It will not be necessary to mention the fact that there are no concerns that are getting rich faster than the catalog houses, and, of course, the

The POPULAR LINES FOR HUSTLING DEALERS

that will please your customers and increase your profits for 1910 are:

Canadian Airmotors.

Stickney Gasoline Engines, Stationary and Portable.

Kinnard-Haines "Flour City" Traction Gasoline Engines.

Armstrong-Quam-Dempster, and Howell Well Drilling and Boring Machinery.

Town Water Tanks, Towers and Fire Engines.

Aylmer Standard Scales and Pumps.



Toronto Pumps in Iron and Wood, Single and double Acting.

Toronto New Style Grain Grinders and Saws

Well Casing—Pipe—Belting.

**Horse Powers—Tread Powers
Feed Cutters.**

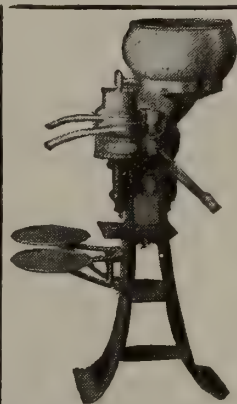
**GET OUR
CONTRACT**

ONTARIO WIND ENGINE AND PUMP CO., LTD.

Winnipeg

Regina

Calgary



De Laval Separator

**The
World's Standard**

DE LAVAL Cream Separators

are the highest type of farm implements made and invariably prove the most profitable of farm investments. They are guaranteed to be in every way as represented and to fulfil every claim made as a condition of their acceptance by the purchaser. They are sold on as sound a basis as a Government Bond and their prestige is as solid as the Rock of Gibraltar.

The agency for **DE LAVAL Separators** is a source of satisfaction and profit to the dealer and a guarantee of greatest separator value to his customers.

[Applications for territory will receive prompt consideration.]

**The De Laval
Separator Co.**

WINNIPEG

Montreal

Vancouver

"farmer pays the freight" in one way or another.

In regard to the future of the cream separator business, taking up the matter as I have outlined, with the farmer and the local creamery is one good way of improving it. The first thing for a dealer to do, of course, is to take on a separator that is well known, and if possible get one that is both well known and has some features of individuality about it, which is necessary nowadays with any tool or implement, on account of keen competition.

The next thing to do is to handle it, as already mentioned, in regard to making the sale. When the sale is made, take particular pains to thoroughly educate the farmer to the fact that a separator is a technical tool and must have the best attention in order to get the best results. Advise him as to what trouble he might have, if he is careless with it, and how to remedy it. In other words, make an expert out of him, if possible, from the start.

Unfortunately, a good many dealers who handle separators know less about them than the farmers themselves, which is detrimental to the business. If the dealers and their men would become posted

themselves, and would take a little extra pains to educate their customers, the separator business would be very much more pleasant and decidedly more profitable.

In the matter of profits, generally speaking, the implement business is being handled on a very close margin of profit on the investment. If cream separators are sold on the basis of list price, which all legitimate cream separator manufacturers and jobbers insist upon, the margin of profit is better than anything else in the implement line, except, possibly, vehicles.

The wide-awake dealer should take up and push specialty lines such as cream separators, gasoline engines, for running the separator, grinding and cutting feed for cows, etc., and work in an occasional manure spreader, which will fertilize the land and produce feed in abundance, and result in making the cow a good producer, and thus assist in the sale of the hand separator and the enlargement of the dealer's purse, without much additional expense.

"Gas Power Age."

Still they come! A monthly journal with the above title has

made its bow to Canadian users of gas power, and all who are interested in an element which has proven so adaptable to modern needs, but which was practically an unknown quality, as far as its usefulness was concerned, until the latter portion of the last century. It is published at Winnipeg, printed on good paper, with readable type. The new venture starts off with the expressed determination to become "the best gas publication in the world." The first number is an augury of a promising career for the "infant". The articles are written with a breeziness of style that considerably helps consideration of subject matter of the kind dealt with. Brother, we wish you success.

"The Empire Builders."

The Canadian poet is almost as rare as the Canadian comic paper; of the former there are few, whilst of the latter there is not one. Yet among the very few poets that Canada does possess, Robert J. C. Stead undoubtedly stands pre-eminent high. We have just received from the publisher (William Briggs, Toronto) a copy of the second edition of poems by this

young author, entitled "The Empire Builders". The verses appeal equally to all makers of the West, and their various pungent lines crystallize and embody the many imperialistic aims and ideals of the present time. The book, which is brimful of patriotism and national fervor, is published at the price of one dollar, and is worthy a place on the bookshelf of all lovers of pure literature. The size of the book also makes it very acceptable as a present, and we predict a great sale for it. We have much pleasure in recommending it to our readers. We will quote from its pages in one of our next issues.

A Little Figuring on Separator Profits.

When approached on the subject of buying a cream separator, the farmer or dairyman naturally asks: "What profit is there in the purchase for me?" We quote the experience of a dairyman in his own words. After relating how, when, and where he bought his separator he went on to say: "I gave it as thorough a trial as I knew how. I figured closely on the amount of butter saved, by weighing milk and butter and also

FACTS ABOUT CREAM SEPARATORS FACTS

- First:—A cream separator should run easy.
- Second:—A cream separator should be easy to clean.
- Third:—A cream separator should be simple.
- Fourth:—A cream separator should last for years.
- Fifth:—A cream separator should get all the cream.
- Sixth:—A cream separator should be thoroughly sanitary.

As a dealer you cannot afford to handle a cream separator which does not meet ALL these requirements.

When you took up the sale of separators, or when you do, you aim to be THE separator man in your locality. That is just what you will be, if you handle separators which are right in all six points mentioned.

There is only one line of machines

THE EMPIRE LINE

of quality cream separators, which have passed the test with 100 per cent.

WE CAN PROVE IT.

There are dollars and business for every dealer that gets this proof. Just address

Empire Cream Separator Company of Canada Ltd.
TORONTO WINNIPEG



by testing skim milk after it had gone through the separator to see how much cream was left in it. I tried several operations under the separator system and the gravity system, and the result was that I thought it a very profitable investment. I contend that with five good average cows a man who makes his milk into butter cannot afford to be without a separator.

"I have estimated the saving on these five cows by the use of the separator, over the old system, to be two hundred and fifty pounds of butter a year. Now, let us see what it has cost us to save this two hundred and fifty pounds of butter. The cost of repairs and oil, one year, two dollars; the wear on the separator, ten dollars; total, twelve dollars.

"The two hundred pounds of butter saved at 20 cents a pound, \$50.00. That would leave us a profit of \$38.00. The butter at 15 cents per pound would bring

\$37.50. So you see, figuring butter at that very low price, there would be for every dollar expended nearly \$2.00 received. With a larger number of cows, the relative profit would be greater.

"Another point is that the hand separator greatly reduces the expense of hauling the raw product to the factory. Not only does cream require less space but also less time. Milk would have to be delivered daily whereas cream can be delivered three times a week and the load is much lighter and consequently cheaper to haul. All this amounts to a considerable saving and 'A penny saved is a penny gained.'"

Judging Others.

When men who have been a distinguished blessing to their times pass out of this world, we eulogize them, says Dr. Parkhurst, and it is right that we should. The words of affectionate and admiring praise which we speak may be

of no advantage to them, but it is always well for those who are left behind; for it sets them thinking upon what is strong and sweet in human character, and helps others a little to the attainment and practice of the same excellencies.

By such terms of commendation we may, however, unwittingly do a seeming injustice to some who may have been of equal personal worth, with ambitions as noble, with character as finely formed and with dispositions as generous, but who, through no fault of their own, had less opportunity to make what there was in them that was fine, manifest to the world and appreciated by it.

This, however, is not sufficient reason why we should not extol the virtues of those who have been so circumstanced that the world has known all about them and been brought face to face with the splendid features of mind and heart with which they were distinguished.

There is nothing that we are more disposed to do than to pass estimates upon the character of other people, and nothing that we are more poorly qualified for. A

man should be judged from his own point of view and not from the point of view of someone else.

We sometimes do things that are better than we are, and sometimes things that are worse. Much of our excellent behavior is pure affectation, behaving ourselves when we don't want to; giving ten dollars in charity when only one is more than we have a relish for; on the other hand, unable to give more than one when we dearly wish we were able to double it.

Each of us has his own ideal of character and action, known only to himself, and it is by that particular ideal of his that he is to be measured. That ideal is the outcome of his own history and experience; that history is not easy to understand, and that experience is not easy to get at.

We are constantly misjudging even ourselves, sometimes by under-estimation, more frequently by over-estimation, and if we read our own character wrong that we have lived with all our life, how inevitable it is that we should make more serious blunders in framing estimates of other people, into whose real inwardness we gain only occasional glimpses.



Money Making Contract

If you want to handle a high grade Separator, in which there is a big profit, write for our Contract, and Catalogue of our new 1910

National Cream Separator

It's the most profitable Separator for both yourself and the farmer.

Raymond Manufacturing Co., Ltd., of Guelph
312 Donald Street, WINNIPEG

MAKERS OF THE CELEBRATED RAYMOND SEWING MACHINES

NOXON Binders, Mowers, Rakes

Noxon No. 9
Binder



TO INDEPENDENT AGENTS — WHY SIGN AN EXCLUSIVE CONTRACT when THE NOXON CO., an independent firm, wish to make selling arrangements for territory in Manitoba and the West, for Binders, Mowers, and Rakes? Write direct to Headquarters, Ingersoll, Ont. ¶ Get hold of the line that has taken the lead in foreign countries. ¶ Binders 6, 7 and 8 ft. cut. Mowers 5 and 6 ft. cut. ¶ The Binder is the keystone of implement business. ¶ When you get the NOXON you get THE BEST. ¶ Our Mowers and Rakes are equally good.

Protect Your Independence and contract with us.

The Noxon Co. Ltd., Ingersoll, Ont.



HONORING THE GREAT.

LITTLE MURIEL MCCORMICK UNVEILING THE PORTRAIT OF HER ILLUSTRIOUS GRANDFATHER

The first name to be honored by the Illinois Farmers' Hall of Fame at the University of Illinois, was that of Cyrus Hall McCormick, inventor of the reaper. His portrait, painted by G. P. A. Healy, was unveiled in the Hall Dec. 15 by little Muriel McCormick, granddaughter of the inventor, and the occasion was one of much impressiveness. Among those who witnessed the programme were members of the McCormick family of Chicago. Among those on the programme were: A. P. Grout, president, and Charles F. Mills, secretary of the Illinois Farmers' Hall of Fame Commission; Governor Charles S. Deneen; President James of the University of Illinois; Rev James G. K. McClure, president of McCormick Theological Seminary and others. Many noted personages sent their greetings and regrets, including President Taft, twenty five governors, many secretaries of states and ministers of agriculture from various foreign countries.

File Each Issue.

With this issue we commence another year. We have tried to make our paper a silent assistant to the implement dealer, and whether we have succeeded or not, our readers alone can tell. However much or little our editorials have helped along your business, the fact remains that there have been in our former issues many facts, many statistics that are of undoubted value, and if it were only for these things alone the copies of our paper are worth preserving and it is a good plan to file away each copy after you and your assistants have perused it. Then when the year is closed and your total number of issues is complete, the best plan of all is to get them placed in their right order and laced together. The time and cost needed to do this is not great and the volume thus obtained will prove of great value whenever you wish to refer back to trade conditions, and trade happenings of former times.

Atmospheric Fertilizer.

During the recent Congress of International Chemists at London a new process of obtaining fertilizer was demonstrated.

The process is the discovery of Prof. Otto Schonherr, of Germany, and consists of an apparatus which gathers nitrogen and oxygen from the air, combining them so as to produce Nitric-oxide. The apparatus in question consists of a long, narrow glass tube with a copper spiral running through it. Smaller tubes carrying running water cool the upper connection of the spiral.

A current of electricity is sent through the glass tube and the compressed air which is sent in at the same time carries an arc flame up through the spiral to the other end of the tube. The flame combines the nitrogen and oxygen, which, forming nitric oxide, is cooled down and carried away through an iron tube. This gas is then mixed with limestone, forming calcium nitrate or air saltpetre.

The need of fertilizing agents is growing greater and greater, while the supply is growing less and less. Chile's saltpetre supply, which is the world's main store, will not last, according to estimates, more than forty years. If the new process proves to be commercially feasible, it will be a

boon to the agricultural world and may well be classed with the greatest discoveries of our time.

An Interesting Assortment of I. H. C. Calendars.

We have received copies of an exceptionally interesting assortment of calendars and posters from the International Harvester Co. of America. It is intended to distribute the calendars and posters among the dealers, for passing on to their customers.

We believe that the Deering catalogue will be received with much favor, owing to the timeliness of the subject and the keen interest felt in the possibilities of flying machines. The blending of colors is a remarkably fine piece of work, and the artist, Carl Hirschberg, has caught the spirit of the scene to a nicety.

The users of McCormick machines are also well taken care of. This calendar will strike a responsive chord in every farmer's heart. The human touch of the two children as the central group, with the harvesting scene as a central panel, appeals to us as a happy conception.

One of the most effective calendars of the group, from an artistic standpoint, is for those interested in the "Champion" line. This is the work of the celebrated artist, N. C. Wyeth. It is not surprising that he has caught the real atmosphere of the Alaskan winter, as we understand he spends much of his time in that country, and in which he is deeply interested. The explanatory note below the picture regarding the lonely mail carrier, victorious among the slain wolves, adds to the interest.

Of the three posters, the largest, 20 x 30 inches, is on gasoline engines. It tells in a very attractive manner the story of the many uses to which this power is put and the prosperity it brings.

The other two posters are on Cream Harvesters, one for the "Dairymaid," the other for the "Bluebell." Most of the space in each is taken up with a scene in which cows are the center of attraction, and it is really a work of art. The spreader, hay press and wagon posters are also very attractive.

The almanac needs to be looked through with some care for its real value to be appreciated. As stated on the title page, it has been compiled for the purpose of giving the farmer a ready reference guide con-

taining such data as is usually found in an almanac, together with many tables to which there may be occasion to refer. The articles on vital agricultural subjects have been prepared by well known authorities and the reading of them should prove profitable to every farmer.

Another New Calendar.

The Cockshutt Plow Co. have favored us with their 1910 calendar. With a not too aggressive advertisement of "Canada's Standard Plows," a picture noticeable for its suggestiveness is given. What is generally regarded as the evolution of the West is strikingly shown by the appearance of the Gasoline Traction operating a Cockshutt Engine Gang plow—much to the alarm of a startled herd of cattle which are to be seen scampering away in the background. The calm contemplation of the scene by those in charge of the new power is full of the suggestion that science has at last conquered and has come into its own. The Cockshutt Plow Co., are to be congratulated upon this happy selection.

Another Agricultural Invention.

A new land packer, invented by a Yorkton man, has recently been on exhibition in front of Beck's machinery warehouse, Yorkton, and will shortly be put on the market. It is claimed for the new invention that it has two superior advantages over all other packers, namely; cheapness and effectiveness. It is also said that it can be placed on the market for less than one-third the price of other packers. Its effectiveness being very noticeable in a field trial last fall.

The contrivance consists of two semi-circular plates over the discs, which on being attached converts the harrow into a combined surface and sub-surface packer, and can be attached to any disc-harrow now in use. The sections are cast in halves and can be bolted in place on the cutting edges of the disc plates easily and quickly by any farmer. When the disc harrows are fixed as a packer the draft is one-third less than when used as discs at full cut.

It is creating a great deal of interest among farmers and others who have examined it and is patented in both Canada and the United States. The inventor has not yet decided whether to sell out his patent rights to an implement manufacturing firm or commence the manufacture of the sections at

Yorkton. If the latter course is adopted it will mean another industry for Yorkton.

Automobile to Airship

Most of us, perhaps, are under the impression that the automobile is entirely the product of latter-day genius; that the swiftly-gliding vehicle is among the latest of modern inventions. And yet there is on record in the United States patent office, under date of Oct. 17, 1789, a patent granted for a steam automobile, only it was called "a self-propelled carriage."

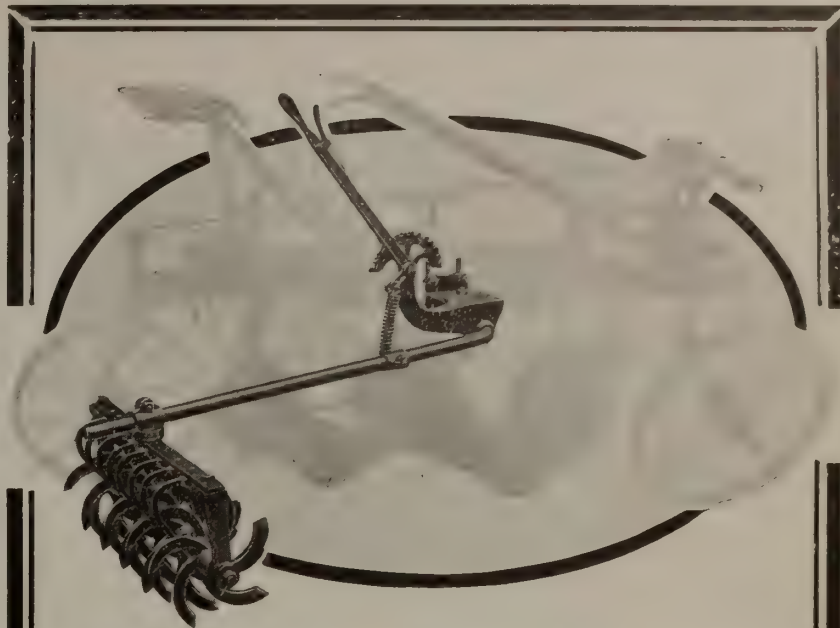
Earliest patents for self-propelled carriages or wagons covered devices that relied upon springs as the motive power something upon the principle of a watch. In due time, however, and in order, came the steam-propelled vehicle, the gas carriage, the air carriage and the electric wagon.

Wonderment was evoked by the first successful automobiles, and yet they are now as firmly fixed in the order of our daily life as are the skyscrapers of the city. One reason for their popularity is because they have appealed especially to the heart of woman—and woman's favor rules the inanimate, as well as the animate world.

So it does not seem such a far cry, in view of recent developments, to the airship as a popular and general means of travel. Many a young miss now devoting her days to the polishing processes of the boarding school, may own her airship in the days to come, just as her mother now calls for her automobile when she wishes to go shopping or pay a round of social calls.

Peat As Fuel.

We understand that announcements have been made at Ottawa to the effect that a number of experiments are to be carried out to determine whether or not Canadian peat is of any commercial value as fuel. The Dominion Geological Survey has been investigating the peat resources of this country and experts pronounce them the most extensive in the world. Large areas of these deposits exist in Manitoba and between this province and Hudson's Bay, and though peat has certain disadvantages as fuel compared with coal or wood, it may make an acceptable substitute in a time of scarcity.



This is the Racine Rotary—the Harrow Attachment with the Curved Blade

HERE'S the harrow that swept everything before it last year—the ONE machine that proved itself absolutely fault-free under all conditions.

It's the line for you to tie to—if you want to get a cinch on heavy sales and heavy profits for 1910.

Because—this attachment outclasses all other machines of the kind—at every point. And the farmer knows it.

We say "outclasses" and that's exactly what we mean—precisely what we have proved by fair, square, field tests.

The Racine Rotary does its work thoroughly, perfectly—in any soil where a plow will work.

The blades of a Racine Rotary are curved. They cut throughout their full length—not simply at the point.

Farmers who have had experience with straight-blade harrows will tell you that where conditions are at all unfavorable—where there is any quantity of trash and stubble—their machines get so badly tangled up after a few minutes' work that they stop rotating entirely and drag through the soil.

You've never heard one word of complaint—never heard anything but hearty praise—for the Racine Rotary. And you never will.

Facts, Mr. Dealer! Facts that you can't afford to overlook.

Get in right, this year

Write direct to us or to our Canadian Representatives for full details of an

Exclusive Agency Proposition that will mean big money for you.

RACINE ECONOMY SPRING CO.
RACINE, WISCONSIN

Harmer Implement Company

WINNIPEG CANADA

Distribution from Winnipeg, Calgary and Regina

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

Established in 1904 and Published Monthly by

Canadian Farm Implements, Limited

F. D. BLAKELY, Manager

Telephone Main 518

822-3 UNION BANK BUILDING

WINNIPEG, CANADA

SUBSCRIPTIONS

One Dollar per year in Canada; Foreign \$1.25 per year.

Single Copies, Ten Cents

ADVERTISING

RATES MADE KNOWN ON APPLICATION

Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE

Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Assn. Entered in Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, JANUARY, 1910

Then And Now.

Five years ago, in making our bow to the implement trade of the West, we prophesied a bright future for the trade in Western Canada. Our predictions have been more than fulfilled already, yet we are only on the verge of the threshold of that development on which will be reflected the future greatness of the Dominion. Towns of mushroom growth, the development of towns into cities, and their subsequent conversion into large manufacturing and distributing centres—these are items of everyday interest in this fast-developing Western country. Business expansion goes on with amazing rapidity, and the demand often exceeds the supply. This in turn necessitates further extension of premises or erection of new buildings, and so the wheel goes round. The influx of population to the West is great, and as the virgin prairie is converted into fertile soil, necessitating the need of improved farm machinery and up-to-date implements, the implement trade of Western Canada grows. Yet we have only just reached the commencement of our productiveness—barely five per cent. of our arable lands are cultivated. When the lands of the three prairie provinces have reached their maximum of production this will be known as the greatest grain-producing country the world has ever seen. When the final threshing returns are available it is expected the yield

from 1909 crop will reach 370,980,000 bushels. At the present rate of settlement it will not be long before the yield will be double that amount. The future prospects in Western Canada, for makers of, and dealers in, farm implements therefore are very bright.

Don't be a Quitter.

Many men fail because they are quitters. It may be that more fail for this reason than for any other. Whatever the proportion, the number is too large.

Men can accomplish more than, in most cases, they ever dreamed of. It is mainly a question of holding on when a man is engaged in a pursuit into which his physical and mental qualities fit.

If plants succumbed to every whiff of biting air in the raw days of spring and shriveled up at every drought of summer, there would be no fruit. Nature points the way to holding on with grim tenacity. Left alone, the face of the earth would be smothered in shrub and flower and seed.

Not all may succeed to the same degree, since men are differently constituted and labor under varying conditions, but a doubting, shifting, yielding course leads to nowhere.

No sensible man should pursue an object unpreparedly and without purpose. It is not only necessary to be sure that you are right and then go ahead, but to keep going.

Stick to a thing, then—for this is the method by which in untoward conditions, most successful men, in all walks of life, have made good.

This stick-to-it-iveness applies equally to your advertising as to all other branches of your business.

Advantages of Early Buying.

To the man who has decided that he will renew all, or part, of his outfit before another season, we would say, don't delay too long. There can be much said in favor of early buying; nothing whatever in delaying until the last moment.

The early buyer can depend, for one thing, on early delivery. He will not be the victim of the anxiety and worry attending the man who has put off his buying until the last moment and is fretting and stewing because of non-arrival of machinery, thus causing delay in commencement of operations. This is an advantage that should be patent to everyone, says the Threshermen's Review; and yet it is not at all uncommon to hear of a thresherman or farmer being subject to vexatious delays, and seeing others take his work, all because he ordered late and delivery in consequence being delayed. A direct money loss is the natural result. He can also have ample time for checking up the various items of purchase so as to have any of the errors which occasionally creep in attended to long before the machinery goes into use.

Then, too, there is a certain advertising value in having the new machine on hand, ready for business. Whether it brings the work "on the spot" or not, it is still a matter of common knowledge that the new outfit is there, and that knowledge is sure to influence the farmers when threshing time comes around.

The only objection to early orders, so far as we can see, might lie in the unwillingness of the buyer to contract obligations until he is assured of the success of the crop. We, however, believe that this advantage is more than offset by the worry and loss occasioned in order to obtain the advantage, particularly when the infrequency of crop failure is taken into consideration.

A Talk on Selling.

In the "Harvest World" there is an interesting "Talk on Selling", by Mr. A. E. Mayer, division manager of the I. H. Co., which is well

worth reading and which we reproduce below:

To you men who sell, great stress is laid on the importance of knowing your machines. It is right that this should be so, but that in itself will not make you successful. The men who sold the greatest amounts before you, the territory men who are directing the sales today, knew more than their machines. They knew the man to whom they sold. They did not know merely his name, his occupation, or his needs. They knew his nature. They knew the things in which he was interested, the chords to which he responded, the thought elements which swayed his judgment. These are the elementary things which you must know.

If he is backward and insists on buying what his father bought—educate him. If he is controlled by his wife, cultivate her good-will. If he is a hale-fellow-well-met and his name is Bill, call him Bill. If he is a "grouch"—tell him you don't believe in the tariff, either. You will find it just as David Harum said—there isn't much difference in human nature, only some people have more of it than others. A real salesman knows this and never goes after his man blindly. He is dealing with individuals in which there are no duplicates, but many close resemblances. He knows that the appeal to a type must be modified to the individual.

The insurance and security solicitors of a big city are perhaps the keenest salesmen known. They have to be so to keep from the scrap heap. Yet these men spend more time in studying the environment and personality of their prospect than they do in calling on him. Selling methods are the same the world over; a good salesman can switch to any good line and be successful. There must be the points of common interest, the development of the desire, the resolve to purchase, the clinching signature, whether it be dry-goods, insurance or agricultural machines.

Salesmanship does not consist entirely in knowing your goods, nor in being a good talker, nor in sticking to your man like a brother. A good salesman sells because he knows his man. Knowing many men means knowing human nature—and in any branch of life this knowledge, well directed, means success.

Make your environment subservient to your will, not your will subservient to your environment.

Ratification of French Treaty.

The French Treaty of Commerce has been ratified by the Dominion Parliament. Whether it will justify the hope of its friends or the fears of its enemies remains for the future to reveal. Now that the convention has been signed, however, there is but one course for us to pursue. Canada must make a determined effort to cultivate the market which has been opened to her. During the past fiscal year Canadian exports to France amounted to about one-third of the goods that we bought from her, which is in itself evidence, if evidence were needed, of the undoubted fact that French exports formerly found little difficulty in negotiating our tariff wall. The value to Canada of the new reciprocal arrangement will henceforth be judged by the increase in our sales to France.

The commercial interests of the United States have lately been much perturbed over their future trade relations with France. France now comes under the new American tariff which has become operative through the passing of the Payne Act, and if there is to be a trade war between the United States and France, and there seems every probability of such, its effect on both countries will undoubtedly be of momentous consequence. At the present time, France is the third best market in Europe for United States' products. A fact which is well known to Canadian manufacturers, who will watch with keen interest the outcome of this international controversy, for it is well understood that its settlement one way or the other will not only have a direct bearing but will have a vital effect on the Franco-Canadian treaty. Whether Canada will or will not receive any appreciable benefit and monetary gain as a result of the new reciprocal agreement depends entirely upon how our manufacturers look after their foreign trade. If they push their export interests energetically, new records should be established in Canadian trade. We think the new treaty will benefit Dominion manufacturers.

"Cost of Doing Business."

A meeting of manufacturers, jobbers, dealers and dealers' associations, trade journals, and all others interested in the improvement of conditions in the wholesaling and retailing of implements, vehicles

and kindred lines will be held at Kansas City, Mo., Tuesday evening, January 11.

At this meeting the General Cost Committee, appointed a year ago, will render their report, which is full of interesting facts and figures. The following propositions will be discussed:

"First:— Does the work accomplished by this movement thus far justify its continuance?"

"Second:— By what methods should the work be continued to obtain the best results?"

We will give the result of the deliberations in a subsequent issue, and hope to announce that this educational movement is to be continued.

The Engine of Business.

The trade conditions prevailing at the present moment are such that the credit man has an easy time,

and retail implement dealers should take advantage of these prosperous days to secure shorter terms. Now is the time to pull the implement business out of the rut of long credits. Good crops and good prices are making the wheels of industry hum, and yet we are occasionally being told that there are those who are not enjoying their full measure of prosperity to which they think they are justly entitled. If there really are any implement dealers who are not selling their full quota of goods now and are not sharing in the general prosperity accruing from a season of brisk business—well, it is ten to one that the fault lies with themselves. They have neglected to take advantage of opportunities. They have not put in the fuel which generates the engine of business.

Constantly cultivate a love of excellence.

Personals.

Newman Bros., have commenced in the implement business at Cartwright, Man.

Mr. W. F. Davey has commenced in the implement business at Creelman, Sask.

Mr. J. H. Lawrence, of Carlyle, Sask., has sold his implement business to Rubin Bros.

Mr. F. W. Brown has commenced in the implement business at Netherhill, Sask.

Messrs. Watson & Crummer, of Boissevain, Man., have disposed of their business.

Mr. McKibbin, of Cartwright, Man., was confined to his bed during the early part of December.

Scott Bros., of Fielding, Sask., have commenced business as implement dealers in that town.

The business of Messrs. Fitzpatrick & Reid, implement dealers at Roland, Man., has been purchased

house to be erected there this winter.

Mr. Joseph Fonier has been appointed agent for the International Harvester Co. at Vonda, Sask.

Messrs. D. J. Janzen & Co., dealers in farm implements at Guernsey, Sask., will in future be carried on by Messrs. Janzen & Maelman.

The implement business of Messrs. Robertson & Grandy, at Oxbow, Sask., was taken over on Jan. 1 by Mr. J. E. Dawson.

McNeil & Trenhails, who are in the implement business at Vegreville, Alta., have been succeeded by McNeil & Cross.

It is reported that Mr. H. J. Dyck, who has been in the implement business at Lowe Farm, Man., has moved to Aberdeen, Sask.

Broderick, Sask., has two new implement dealers in the persons of Messrs. P. A. Bennett and C. Olsen.

The Pioneer Lumber & Implement Co., Ltd., of Moose Jaw, Sask., have been succeeded in business by Mr. Frank J. Grobb.

Mr. A. E. Westbrook, of Rouleau, Sask., who went on a trip to England last month, is expected to return about February 10.

Messrs. Neff & Howden have commenced business at Kindersley, Sask., for the purpose of handling farm implements.

Mr. J. M. Reid, manager of the Winnipeg branch of the Ontario Wind Engine & Pump Co., has just returned from Regina and Saskatoon.

Mr. J. E. Ruby, general manager of the Frost & Wood Co., Smith's Falls, Ont., spent the Christmas holidays at Winnipeg.

Mr. Samuel Norris, the veteran combining business with pleasure traveller of the Gaar-Scott Co., has just returned from a trip to the home office and factory of the company at Richmond, Ind.

Mr. I. P. Porter, Canadian manager of the Hart-Parr Co., with headquarters at Portage la Prairie, Man., has just returned from the factory.

Mr. J. H. Currie, Vonda, Sask., has relinquished the International Harvester Co. agency, and now represents the Frost & Wood Co., and the Cockshutt Plow Co., at that point.

Mr. I. J. Haug, president and manager of Haug Bros. & Neller-moe Co., Winnipeg, the Canadian representatives of the Avery Co., Peoria, Ill., has just left on a six weeks' trip to Southern California.

Mr. J. J. Toohill, formerly I. H. C. blockman at Brandon, has re-

REMEMBER!

The Annual Meeting of the Interprovincial Retail Implement Dealers' Association is to be held at Winnipeg, February 15th, 1910. This is during Winnipeg Bonspiel Week, which will be held this year from the 9th to the 19th of February.

by McConnell Bros., and will be carried on as heretofore.

Mr. John Persson, sr., has gone into the implement business, having opened a store at Stockholm, Sask.

Merkley Bros. & Co., of Leslie, Sask., have been succeeded in the implement business by Mr. William Whiteside.

Mr. W. J. Boyce, of Miniota, has been succeeded in the implement business by Mr. John G. Livingstone.

Messrs. Leader & Co., of Lloydminster, Sask., have been succeeded in the implement business by Messrs. John Laurie & Co.

Mr. W. Bourke, of Brandon, Man., gave us a call during the first of January. He reports business as being very good in that district.

Mr. C. F. MacDonald, formerly of Regina, has gone to Billings, Montana, to take charge of the J. I. Case Company's new branch

signed his position and removed to Yorkton, Sask., where we understand it is his intention to go into business on his own account.

Mr. E. S. Strachan, Western manager of the John Watson Mfg. Co., is at present on a business trip to the home office and factory at Ayr, Ont.

Messrs. Munro & Downton, who have been in the implement business at Wilcox, Sask., for a considerable time, have been succeeded by Mr. W. H. England.

Mr. C. O. Bassett, president of the Patent Holding & Manufacturing Company, Spokane, Wash., will, it is stated by a contemporary, start in the near future, a wagon factory at Calgary, Alta.

Mr. O. F. Berkey, manager of the Canadian Moline Plow Co., has just returned from the Twin Cities, where he attended the annual convention of the Minnesota Retail Implement Dealers' Association.

Mr. W. O. Lamb, who for the past six years has been on the road staff out of Winnipeg, for the I.H.C., has been appointed assistant to the general agent for that company at Regina, Sask.

Mr. H. R. Turner, who has had charge of the credit department at Brandon for the I.H.C., has been

appointed travelling secretary for Western Canada for the St. Andrew's Society. He has been succeeded by Mr. Turriff.

Mr. I. L. Turner, who has for a number of years been blockman for the I. H. C. with headquarters at Regina, and who previously held a similar position with the I. H. C. at Quincy, Ill., has been appointed assistant to the general agent at the Brandon branch of the I. H. C.

Mr. Charles Boyd, formerly of the road staff of the Winnipeg branch of the Ontario Wind Engine & Pump Co., and now in charge of the Quebec branch, with headquarters at the general offices of the Company at Toronto, spent his Christmas holidays at Winnipeg, visiting friends.

We regret to announce the death at Racine, Wis., on the 9th ult. of Mrs. Lydia Case, wife of the late Jerome I. Case, founder of the J. I. Case Plow Works. Mr. Case predeceased his wife on Dec. 22, 1891. Three children survive Mrs. Case, viz., Mrs. H. M. Wallis, Mrs. H. Fuller, and Mrs. J. J. Crooks.

Messrs. Latimer & Botterell, of Red Deer, Alta., a pioneer firm dealing in agricultural implements, and who have been intimately connected with the business of the town

for a number of years, have disposed of their interests to the Cockshutt Plow Co. Mr. Botterell, who has been mayor for the past year, will remain in the town, but has not as yet decided in what business he will engage.

Mr. H. H. Rogers, for the past two years Calgary representative of the P. & O. Co., of Canton, Ill., and for five years previously with the Moline Plow Co., has taken charge of the Calgary territory for the Stewart-Nelson Co., with factory and head offices at Brandon, Man. Mr. Rogers will have charge of the warehouse at Calgary, where a full stock of goods and repairs will be carried for the convenience of their rapidly increasing Alberta trade.

Mr. M. B. Currey, of Macoun, Sask., who during the past three years has built up a profitable business in Farm Implements, Insurance, Loans, etc., has secured a partner in the person of Mr. R. V. Gregg, until recently engaged with the American European Realty Exchange. The new firm will be known as Currey & Gregg. M. B. Currey is a member of both the Interprovincial Retail Implement Dealers' Association and the Soo Line Retail Implement Dealers'

Association, and is an enthusiast in all movements for the betterment of conditions, as they concern the Retail Implement Dealer.

Messrs. Walter H. Scheiber, manager, and Philip Debold, superintendent of the Canadian Potato Machinery Co., Ltd., of Galt, Ont., left about the middle of December for Hammond, Ind., where they will spend about three weeks with the Champion Potato Machinery Co. This is the first year these gentlemen have spent in Canada and both are well pleased with business conditions and prophesy a bright future for potato machinery in Canada.


Two Dealer Heroes.

Two dealers in the ill-fated Cherry, Ill. disaster, described in the despatches as "representative local merchants", were among the volunteers who went down into the flaming furnace containing three hundred entrapped miners, to rescue and restore them to their weeping wives and mothers at the mouth of that gaping Gehenna. The names of the two dealers, who thus met their doom, and with all the rest of the dozen in that cage of death were immediately incinerated by the flames, were not Sears, nor Roebuck, nor Montgomery, nor Ward. These men, these "country dealers" who had cast their lot with their community, to share its life and further its prosperity, whose loyalty wavered not in a calamity that wiped out almost the entire male population of the town, and who stepped into the cage of death "with their eyes to the sunlight and a strange smile upon their faces," were John Flood and Isaac Lewis, they were just plain retail implement dealers such as are scattered through the length and breadth of our land.

Immigration from U.S.

Immigration returns of the Canadian Government for September and October show that for the first time more settlers reached Canada during these two months from the United States than from all the other countries combined. During September 7,194 entered through

ARE YOU GETTING ALL THE DOLLARS YOU WANT?



You can get them if you want them and you can get the dollars easier by handling the

Waterloo Boy Gasoline Engine

than any other make. Dealers everywhere are making money selling this gasoline engine. There is some of this easy money that you can get if you will join the ranks of our dealers.

WATERLOO BOY GASOLINE ENGINES ARE SOLD ONLY THROUGH DEALERS. CATALOGUE HOUSES CANNOT SELL WATERLOO BOY ENGINES. THEY CANNOT SELL THEM UNDER ANY OTHER NAME, FOR WE WILL NOT SUPPLY THEM.

Waterloo Boy Engines are advertised engines. We keep the name "Waterloo Boy" before the farmers constantly in all of the best farm papers. We refer all enquiries to you. We protect you in the territory assigned you. That is why the Waterloo Boy will win the fight for you, no matter how fierce the catalogue house competition may be.

THE FIVE YEAR GUARANTEE WE FURNISH WITH EVERY WATERLOO BOY ENGINE MAKES THEM EASY TO SELL. THE PRICES AND TERMS WE MAKE TO OUR DEALERS ENABLE THEM TO MAKE BIG PROFITS.

Farmers are buying the Waterloo Boy Engines. We sold 15,000 last year. That many engines sold after 30 days' trial ought to show you "which way the wind is blowing."

WE HAVE SOMETHING SPECIAL THAT WE ARE OFFERING DEALERS RIGHT NOW THAT IS GETTING NEW DEALERS FOR US EVERY DAY. YOU OUGHT TO GET IN ON THIS AND GET YOUR SHARE OF THIS BUSINESS.

Write to-day for our catalogue and this special offer.


WATERLOO GASOLINE ENGINE CO.
BOX 213

WATERLOO, IA.

Ask any of these jobbers what they think of the Waterloo Boy:

Parlin & Orendorff Impl. Co., Dallas, Texas.	Weaver Hdw. Co., Rochester, N.Y.
P. J. Downes & Co., Minneapolis, Minn.	Hewitt Mchy. Co., San Francisco, Cal.
David Bradley & Co., Council Bluffs, Ia.	Bendix Bros., Copenhagen, Denmark.
La Crosse Plow Co., La Crosse, Wisc.	Andrew Hollingsworth & Co., Stockholm, Sweden.
La Crosse Impl. Co., Minneapolis, Minn.	Horter & Fair, Havana, Cuba.
(Gen. Agents for Mont.)	G. A. Carrette & Co., Quebec, Canada.
Reierson Mchy. Co., Portland, Oreg.	
M. Johannes & Sons Impl. Co., Sedalia, Mo.	

The Canadian Peters FORCE PUMP



Is King of Double Cylinder Pumps.

**SIMPLE
DURABLE
POWERFUL**

Suitable for any depth of well.
Never loses its prime.
No packing box to leak.
Discharges twice as much water as any single acting pump with half the labor.
Has seamless brass cylinders.
Is the easiest selling pump on the market.
Made in two sizes only—3 in. double cylinder for 1 1/4 in. pipe; 3 1/2 in. double cylinder for 1 1/2 in. pipe.
Get our prices to the trade.
Buy direct from the factory.

**THE MANITOBA
WINDMILL &
PUMP CO.
LTD.**

Box 301
BRANDON, MAN.



ocean ports while 8,198 came from America. During the month of October 17,000 immigrants arrived in Canada, over 9,000 coming from the United States.

Parsons Amalgamate.

The consolidation of two important companies, viz.: the Parsons Band Cutter and Self Feeder Company, and the Parsons Hawk-eye Mfg. Co., Newton, Ia., has now been accomplished.

The new company is capitalized for \$1,000,000; and the stock issued is \$750,000 common and \$250,000 6% preferred.

The presidency is held by the Hon. F. L. Maytag, who had a controlling interest in the companies which are now combined. The other officers of the company are T. G. Bryant, vice-president; T. A. Moler, secretary; E. H. Maytag, treasurer, and general manager.

Selling arrangements have been made with the Maytag-Mason Au-

tomobile Co., of which Senator Maytag is president, to handle its automobiles.

The Maytag Co. maintains branches with general agents and travelling salesmen at Kansas City, Mo.; Indianapolis, Ind.; Madison, Wis.; Minneapolis, Minn.; Fargo, N.D.; Portland, Oregon and Winnipeg, Canada.

American-Canadian Trade.

A United States consular report for last month calls attention to the fact that it seems to be difficult for some American dealers to understand that there is a peculiar necessity for them to be both very prompt and particular in filling the orders—exactly as ordered—by Canadian merchants and others. That necessity grows stronger every season, as "Made in Canada" is becoming more and more the patriotic trade-mark on goods displayed in the stores. They know what they want, and when it is or will

be wanted, and the American jobber who thinks he may, without harm to his trade, set up his judgment against that of his Canadian customer in either of those respects, makes a serious mistake.

A typical instance, where a manufacturing establishment in packing a considerable invoice of its wares, carelessly omitted several small articles that had been ordered with the rest, and the displeasing effect

of the omission upon the customer, might be cited.

That Canadian orders should be sent promptly and exactly as ordered says the consular agent at Campbellton, N. B., would be a safe and politic rule for American dealers to adopt and adhere to.

It is part of the duty of a good shepherd to shear his flock but not to flay them.

Planet Jr.
Handsome Book free

Every farmer and gardener ought to have the Planet Jr 1910 catalogue. It shows photographs of Planet Jr implements in actual use, and tells how each of 55 different tools does the work of 3 to 6 men. Planet Jrs are strong, efficient, money-making implements. Fully guaranteed.

No. 25 Planet Jr Combined Hill and Drill Seeder, Double-Wheel Hoe, Cultivator and Plow, opens the furrow, sows seed in drills or hills, covers, rolls, and marks out next row in one operation; also perfect cultivating attachments.

No. 8 Horse Hoe and Cultivator will do more things in the morning than any other horse hoe made. Plows to or from the row. A splendid furrower, coverer, hiller, and horse hoe. Unequalled as a cultivator.

Write today for the catalogue. You can't afford to miss it.
S L Allen & Co
Box 1162
Philadelphia Pa

Write for the Name of our Nearest Agency.

Have You Made Your 1910 Contract

With the AMERICAN ABELL ENGINE & THRESHER CO. ? If Not, WHY NOT ?

They will get you the business and satisfy your customers.

Satisfied customers will advertise your business.

The best is the most profitable.

You want profits.

Write us at once.



COCK O' THE NORTH 26 H.P. SPECIAL PLOWING ENGINE.

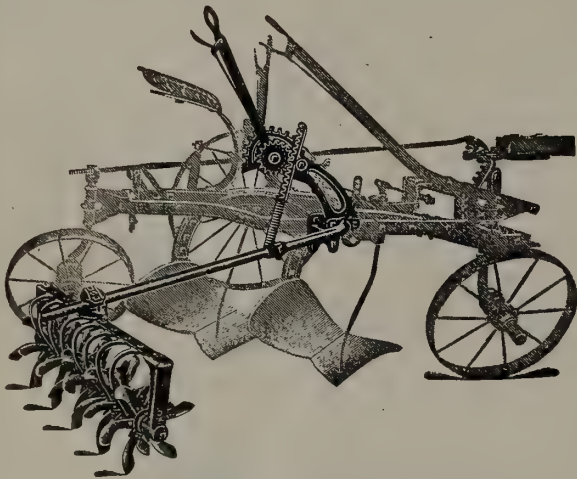
American-Abell Engine & Thresher Company, Limited

Head Office and Factory, Toronto. Western Selling Headquarters, WINNIPEG. Distributing Branches: Regina, Calgary, Edmonton. Canadian Representatives of the Advance Thresher Co., Battle Creek, Mich., and the Minneapolis Threshing Machine Co., Hopkins, Minn.

KRAMER

ROTARY HARROW

MAKES A PERFECT SEED BED.



MATCHLESS 1910 MODEL

THERE is only one time when the soil can be crumbled into dust and that is right at the time it is plowed; it is then moist and readily yields to cultivation.

This is why the KRAMER ROTARY HARROW ATTACHMENT has met with such phenomenal success.

The U.S. Patent Department have now allowed TWENTY CLAIMS on the original application for patent. Any attachment similar in appearance to the KRAMER will be an infringement upon the issuing of this patent.

Extensive advertising at large Fairs and through the Farm Papers makes the Kramer line of Attachments the easiest of all farm tools to sell

Farmers are so delighted with the Attachment that many orders are secured without the slightest effort upon the part of the dealer.

It is the only attachment made which has been an unqualified success from the very start. More of Kramer attachments are sold in one month than are sold by all imitators put together in a whole year.

There are no awkward hitchings or chains to pull. It is simplicity simplified. Has dirt-proof bearings and is so light running that even a scrub team will never notice the additional draft. The Kramer Attachment effectively combines the functions of the Harrow, Packer and Pulverizer, in the preparation of the Seed Bed.

It is always on top, and in the lead of all others. Others imitate but never equal either construction or working qualities.

Our structures cover everything in the plow attachment line.

Quick and secure hitch can be made to all plows used in the country. This is your opportunity to secure the Kramer Agency.

**KRAMER Attachments are recommended by the
leading Agricultural Colleges, Departments of
Agriculture and Agriculturists of America**

The Kramer Company, Paxton, Ill.



SOLE CANADIAN JOBBERS:

JOHN DEERE PLOW CO. LTD.

Winnipeg

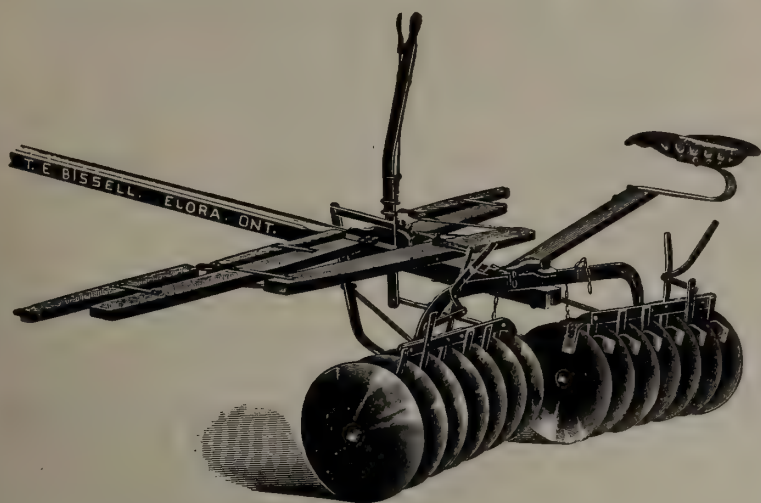
REGINA

SASKATOON

CALGARY

EDMONTON

Genuine Bissell Disc Harrow



THE Disc that farmers want. Some good features are—**CORRECT BALANCE**—Stays down at its work, does not buckle, bind and hump up in the center.

Shape of Disc—Cuts, turns and stirs the soil, where others only scrape the ground.

Light of draft—Forty hard Anti-friction Balls used in every "Bissell" Harrow relieve the horses.

Ease on Horses' Necks—The **HITCH** is well back, the seat projects at the rear of frame; no weight on necks.

The Fosston Grain Cleaner

is the
Grain
Cleaner
Your
Trade
wants



Here are Fosston Facts

THE only Patented Feed Device—which allows grain in Machine only when running—Feeds full width of sieves.

A **Patented Gang** for separating wild or tame oats from wheat. Composed of a series of nine perforated zinc screens.

A **Bottom Screen** thirty-six inches long. Under this screen is arranged a patented cleaning rack to keep bottom rack clean. Special attachment for separating wild or tame oats from barley. Screens for cleaning all kinds of grain. Bagger can be attached in five minutes.

VAN BRUNT DRILLS



Made in 12, 14, 16, 17, 18, 20, 22 and 24 single, Double Disc, and Shoe, Interchangeable.

THE parts that go to make up a **Perfect Equipped and Well-Balanced Drill**, you will find on the **Van Brunt**. **Axle** continuous (not stub axle to cheapen it), runs the entire length of the machine. Beware of drills with steel axles and with pitch and gather in wheels. Pitch and gather on wagon wheels is all right as they are on a thimble skein. The axle on a drill is one size, therefore axles must be set so wheels will run on a plumb spoke, otherwise the gather in wheel tends toward heavy draft and to the wearing out of axle bearings. **Frame** is built of heavy angle Steel and is thoroughly braced, the **Corners** are **Solid** and reinforced to prevent the slightest springing or rocking. Wheels with long hubs "chilled" set well under end of frame and are dust proof. 3-inch tire on 12, 14, 16 and 17 and 4-inch tire on 18, 20, 22 and 24 sizes.

Gear Drive (not chain), no lost motion, never wear out or bother. Both wheels are drive wheels. **Tilting Levers**. The operator can change the angle of Disc or Shoe while the machine is in motion. The Tilting Lever is as great a necessity to a **Grain Drill** as a Tilting Lever is to a Mower; An exclusive feature of the Van Brunt Drill.

Cannot Clog That is entirely true of Van Brunt Single Disc Drills. In any kind of soil where a team can travel, the Van Brunt will follow and do a first class job of seeding. Gumbo, Mud, or trash have no terrors. The Single Disc Drill became a successful machine when the Van Brunt Patent Disc Furrow Opener and closed Grain Boot were introduced. Do not be deceived by the statement of competitors that theirs is "just as good." An imitation is never as good as the genuine and original success.

WRITE FOR CATALOGUE.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

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CALGARY

EDMONTON

MOLINE WAGON

THE IRONCLAD

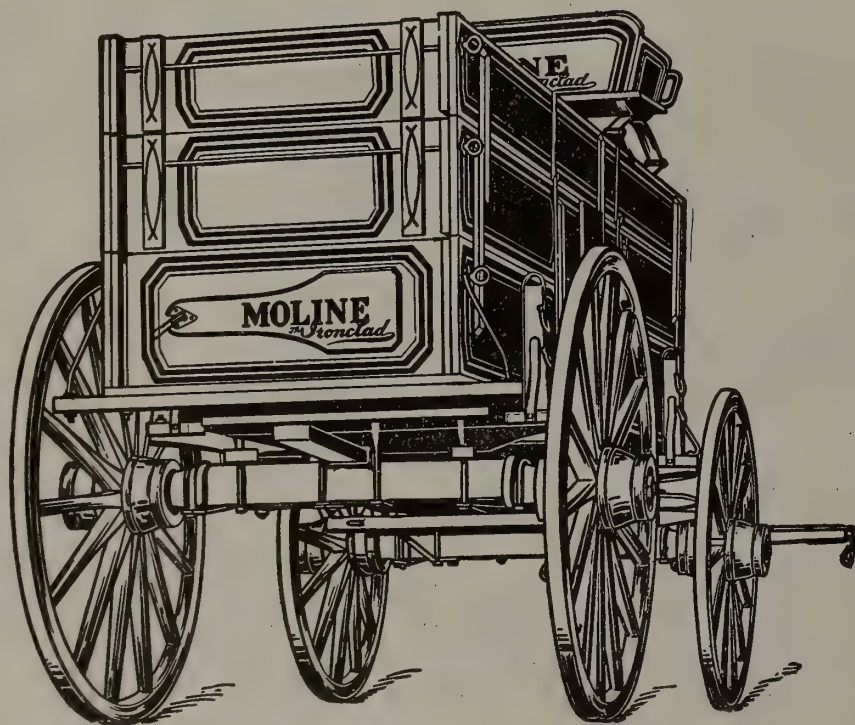
That's the name we have given to our new wagon to be placed on the market in 1910.

The Moline-Ironclad will be more scientific and of better wagon construction than has been attained heretofore.

The construction of the Ironclad involves the principle first introduced by us in the manufacture of a farm wagon—the combination of wood and iron. The Ironclad combines the flexibility and endurance of one with the protection and strength of the other.

The new features shown on this wagon will pertain to every portion of its make-up. There is the Pole, the Reach, the Front Gear and Hind Gear, each fitted out with new devices. The improvements on the Box are not less comprehensive. The importance of some of these can best be appreciated by the fact that we have been successful in procuring patents for them.

The mission of the Ironclad is to carry to the dealer the means of placing the farm wagon end of his business on a more profitable basis, by providing him with a product that is beyond the reach of competition.



The improvements of this wagon over present styles of construction are so manifest that the superior value of the MOLINE-IRONCLAD over anything that is now being offered will be self-evident at a glance.

The present is certainly the most opportune time for placing an article of such distinct superiority before the farmer. He is the automobile buyer of to-day, the consumer of everything that is best in every line, because he wants what is better and nicer than he has ever been able to possess and what is most important—he will buy it at a price that indicates that he is not out to save money, but to suit his fancy.

The asking price for a utility of such exclusive identity as the MOLINE-IRONCLAD, is only limited by the extent of the courage and determination of the dealer to avail himself of the opportunity that such a situation affords. The IRONCLAD is in a class entirely by itself.

The dealer with a quick grasp of possibilities when they are in sight will see in the MOLINE-IRONCLAD the greatest chance ever offered to increase his wagon sales, and these sales at a larger profit

There will be many to derive the benefits from the agency of the MOLINE-IRONCLAD.

WILL YOU BE ONE OF THEM?

MOLINE WAGON COMPANY, MOLINE, ILLINOIS

JOHN DEERE PLOW CO. LTD.

Winnipeg

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JOHN DEERE ENGINE GANGS

4, 6, 8, 10, 12 and 14 Bottoms

Wholesale Farming

This photograph shows the immense possibilities of engine plowing.

Think of the time and labor that can be saved. Think of the big acreage that can be farmed.

This illustration shows a JOHN DEERE Engine Gang and Harrow owned by the man on the plow, who farms 2000 acres.

Hundreds of these outfits are making big money for their owners.

Power Plowing

A hoe is all right for the kitchen garden, but you want a business plow.

You are looking for a man's job with money at the other end of it.

If a man wants to make big money, he must do things in a big way.

With a JOHN DEERE Engine Gang you can get results. You can farm enough land so the profits will be worth while for a season's work.

BIG PLOWS FOR A BIG COUNTRY

Why turn a Single Furrow and then go over the ground again with a Harrow, when you can turn from 4 to 14 Furrows and Harrow at the same time?

Canada is a country of big farms, big possibilities and big profits—if you are a big farmer.

A general couldn't fight much of a battle with one soldier, and a farmer can't raise much wheat with a one furrow plow.

Get the Right Gang

Bottoms in pairs give great strength and make the plows run steady. The beams can be braced and each plow steadies the other. You notice these features on a two-bottom horse gang—you can't beat that construction.

Don't Clog

Curved frames give great clearance, and the JOHN DEERE Engine Gang will go through straw, trash, weeds and scrub where other gangs clog and cause trouble.

Screw Clevis

In addition to the regular clevis adjustment, each beam is fitted with a screw clevis when attached to the frame. A man can stand on the platform and adjust any one plow with a wrench while the engine and gang are working. This saves time and is a most important feature.

Works with Coulters

Rolling Coulters can be used on the JOHN DEERE Engine Gang just the same as on a sulky plow.

Level Platform

The platform is roomy, free from obstructions and so arranged that the levers are all in reach.

Standard Sizes

4 or 6 Plows on One Frame
6 or 8 Plows on One Frame
10 or 12 Plows on One Frame

Extension can be furnished for the 12 bottom frame allowing two more plows to be used; making 14.

ILLUSTRATED BOOKLET FREE

Write us to-day for Free Booklet showing JOHN DEERE Gangs being used with all kinds of steam, oil and gasoline tractors. Don't fail to get this book and learn all about engine plowing. A post card will bring the book. Mention this paper when you write.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

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CREDITS AND COST ACCOUNTING WITH SUGGESTIONS ON COST FIGURING.

The article in our last issue dealing with the problem of cost accounting has aroused such widespread interest that we are encouraged to give further space for consideration of the matter. Considerable agitation has been afoot for some time among dealers in the retail end of the agricultural implement and vehicle business in order to secure better conditions, and to put the business generally on a sounder and more satisfactory footing. Since the movement started, we have noted, with gratification, how anxious the average retail dealer has been to receive information concerning the cost of doing business; to enable him to better determine the exact position he is in at a given time, and to so shape his affairs that he may with some certainty know, even before the close of his financial year, whether his business was carried on profitably or not? This question, then, fraught as it is with such great importance to those concerned, has naturally found expression in all the conventions held during the last fall and the present winter. There has been no question at all as to the necessity of something being done to spread information on the points desired; but simply, "How shall we go about it?" In reply to this, the cost accounting committee of the Federal Retail Implement Dealers' Association say that they do not think it feasible that any specific system of accounting be recommended, but have formulated a few simple rules, which are found later in this article, and which will enable the dealer to test the condition of his business, at the present time, regardless of his methods of book-keeping, and to get on the right track as to making sure of his profits.

No reflection is intended when it is suggested that there has been nothing purchased by the farmer for his use, either in Canada, or the United States, where he gets so much for so little investment as in his implements, and, considering further that the farm implement dealer has perhaps been the one class of business man that has done the hardest work for the least return. This education movement—if properly taken advantage of—will not only be able to change these conditions and place the business on a higher plane, but will make the implement trade a more satisfactory

and profitable business for all concerned.

Perhaps the most important asset a dealer can possess is the amount of credit at his command. It, generally, in its most tangible form represents the amount of capital which he has in his business. But, at the best, credit or even capital in a going concern is an intangible and fluctuating asset. There are so many diverse factors which contribute to its stability or otherwise, that the business man cannot afford to ignore one of them—if he wishes to keep on a fairly solid basis.

That his capital shall be employed, with an adequate measure of success, it is essential that a method of business shall be pursued that will render him capable, at any moment, to arrive at a fairly approximate statement as to his actual financial position. It matters little how successful a dealer may be as a salesman, nor how promising may appear the external aspect of his business; he can never be assured of success unless he is confident as to the actual costs incurred in carrying it on. Unless this phase of his business is well in hand, he can be sure of nothing himself. And what is of far greater consequence to him is that the way is opened for doubt, as to the stability of his credit, to enter the minds of the men from whom he purchases his goods.

When once doubt is entertained as to the financial status of a firm, almost no amount of effort will succeed in removing it. Thus, in the matter of sustaining credit it should at all times be remembered that an ounce of prevention is better than a pound of cure. The greatest preventative of impaired credit is a well understood and developed system of cost accounting. This question can by no means be regarded as academic but as one of practical, every day common sense. If the dealer will just stop to consider how essential it is to him to maintain his credit, and how imperatively necessary it is for him to realize his cost of doing business, in order to be sure of its retention, there will be but little difficulty incurred in inducing him to give that phase of his business the attention it deserves.

Respecting discounts and interest: When a retail dealer opens an account with an implement manufacturer or jobber, he makes

to that wholesale house an implied promise to acquiesce in its policy. Too many retailers take upon themselves the fixing of interest on overdue accounts, and cash discounts, without regard to what the wholesale house has determined, in advance, shall be its due. The terms of discount by a wholesale house should always be strictly observed by the retailer when anticipating payment. For example: If a house gives two per cent. for cash ten days after date of invoice, a dealer has no right to wait fifteen days and then deduct that discount. Nor has the retailer any more right to deduct a discount in excess of that allowed by the wholesaler, than he has to accept a part of the shipment and then not pay for the goods. The terms of interest on deferred payment is known by the retailer, and he has no moral or legal right to change that rule. It is as much his right to dispute the agreed price of an article as it is to go into a controversy over known terms of interest to be paid for accommodation. Yet, many a settlement is held because the retailer desires to change, for his own convenience, the implied and fixed terms of the house from which he buys.

How few there are who could give a satisfactory reply to the query: "What does it cost you, per annum, to conduct your business?" There is only one way possible of ascertaining such a cost, viz.: by keeping a precise record of every item of expense during the year. In nine cases out of every ten, the most important items would be overlooked. Such, for instance, as interest on the capital invested, wages to yourself, deterioration of stock and machinery, and all the little incidental expenses. Having done this, it is necessary to calculate the percentage it costs to sell goods, so that the exact knowledge should be obtained as to what it costs to sell a \$10.00 article, a \$50.00 implement, or, a \$100.00 machine. Unless this is already done it is important that every man concerned in business sees that no time is lost before acquiring the desired information.

It is a well understood fact that there are more changes among implement dealers than in any other business. What is undoubtedly the cause of this far from encouraging position is the generally prevailing custom of selling goods at prices

so low that they do not allow of a fair or reasonable margin of profit.

This year, which has started under prospects so favorable that every Canadian venture at present appears to wear the rosy hue of prosperity, will see many an implement dealer close his books at the end of the season showing a balance on the wrong side of the ledger and the profitableness of his operations. And go forth heavy hearted, discouraged, and disappointed at the failure of that in which he had cherished all his hopes and invested his capital.

It will be no consolation to know when the mischief is already accomplished that the cause of the unfortunate position in which he finds himself is that which it is the object of this article to remedy.

The dealer who is suffering under the delusion that the question of cost bears a relatively unimportant position in connection with his business, should waken up and undeceive himself at the earliest possible moment.

It would be futile to assume for a moment that there are dealers who are indifferent as to the accuracy of the suggestions contained herein. No man, once he puts his hand to the plow—figuratively speaking—of an implement dealer has a preconceived notion of again turning back to other pursuits. No man contemplates, as he opens up a venture, without a feeling akin to horror, that the day may come when all the capital he invests, the castles he has built, the hopes that are cherished on the business of which he is laying the foundation will result in impaired credits, blasted hopes, loss of time, money and energy. Every man starts out with the determination to become a good modern and successful merchant. We reiterate then that it is absolutely necessary, if those much-desired results are to be obtained, to ascertain the cost of transacting business and of applying the knowledge thus acquired.

As already indicated, we shall add the following simple suggestions on cost figuring which cannot fail to be of incalculable value if properly applied.

The first fourteen suggestions may be used by the dealer in finding out where he is now, and the fifteenth applied to the regulating of his selling prices for the new year based on the experience of the past year, and if carefully followed

out cannot fail to be helpful and profitable.

SIMPLE SUGGESTIONS ON COST FIGURING

First. Charge interest on the net amount of your total investment at the beginning of your business year exclusive of real estate.

Second. Charge rental on all real estate or buildings owned by you and used in your business at a rate equal to that which you would receive if renting or leasing to others.

Third. Charge in addition to what you pay for hired help, an amount equal to what your services would be worth to others, also treat in like manner the services of any member of your family employed in the business not on your regular pay roll.

Fourth. Charge depreciation on all goods carried over on which you may have to make a less price because of change in style, damage or any other cause.

Fifth. Charge depreciation on all buildings, tools, fixtures, or anything else suffering from age or wear and tear.

Sixth. Charge amounts donated or subscriptions paid.

Seventh. Charge all fixed expense, such as taxes, insurance, water, light, fuel, etc.

Eighth. Charge all incidental expense such as drayage, postage, office supplies, livery or expense of horses and wagons, telegrams and

telephones, advertising, canvassing, etc.

Ninth. Charge losses of every character, including goods stolen and sent out and not charged, allowances made customers, bad debts, etc.

Tenth. Charge collection expense.

Eleventh. Charge any other expense not enumerated above.

Twelfth. When you have ascertained the sum of all the foregoing items, prove it by your books and you will have your total expense for the year, then divide this figure by the total of your sales and it will show the per cent. which it has cost you to do business.

Thirteenth. Take this per cent. and deduct it from the price of any article you have sold, then subtract from the remainder what it cost you (invoice price and freight) and the result will show your net profit or loss on the article.

Fourteenth. Go over the selling prices of the various articles you handle and see where you stand as to profits.

Fifteenth. In making selling prices at the beginning of a new year, take the total expenses of the old year and divide this by the total of your purchases for the old year (invoice price and freight) and the result will be the per cent. to add to invoice and freight to cover expense, then add your profit and you have your selling price.

Be Reasonable.

In many of the small towns and villages of Western Canada the local implement dealer is one of the foremost figures in business and social life. It seems to be tacitly understood by his neighbors and associates that he is a man of discernment and business ability, and as such is looked up to and respected. His words carry much weight in the councils of the village and his opinions are looked upon as betraying sound judgment. This state of things sometimes, however, gives a dealer a great opinion of his own importance, and as a result he gets a bad attack of swelled head, and imagines he is the big chief of the tribe. Mind, we do not wish our readers to think that we mean the majority of the dealers. We firmly believe that the implement dealer, as a class, is a sensible, hard-headed business man, hence the opening sentence of this article, but sometimes we come across one like the specimen we have just referred to, and we cannot help thinking it a pity that such a man should damage the reputation of the implement fraternity, even though the bad impression he gives is only to

the people in his immediate vicinity.

It is not in the nature of the implement man to become domineering and arrogant, and it is unfortunate that any should give way to this weakness. We do not for a moment imagine that this class of individual is peculiar to the implement trade; far from it, we believe that he represents a less percentage in our line than in any other, but it is to the implement dealer we write, and it is for the benefit of the implement trade that we desire to point out the little evils as well as the big.

The type of dealer we particularly write of is the man who pays good attention to his business and his customers, but is very disobliging, and even surly to those who trade elsewhere; or else arrogant to a degree with those who look to him for some of their business. In the latter class particularly is the drayman. We have known dealers who were on the whole good, sensible fellows, who will domineer the drayman till the man's patience is exhausted. He knows quite well that the drayman is compelled to be civil on the chance of losing the work, and it is little less than bully-



LOOK FOR THE I. H. C. TRADE MARK. IT IS A SEAL OF EXCELLENCE AND A GUARANTEE OF QUALITY



If you intend to sell Harvesting Machines you must sell the Best

First of all you must sell the machine that does the best work. No grain binder does better work than the McCormick.

You must sell a machine that is durable—there is no more durable machine made than the McCormick.

You must sell a machine that is known. The McCormick is known in every grain growing quarter of the globe—it is popular.

You must sell a machine that is extensively advertised. No grain binding machine is more widely or effectively advertised than the McCormick.

You must sell a grain binding machine that will handle grain in any condition. The McCormick will do this, because it is designed especially to meet varying conditions.

McCORMICK BINDERS EXCEL

Because they are provided with a special low cutter bar that gets all the grain.

Because the McCormick reel has an extremely wide range of adjustment and never sags.

Because the McCormick pitman never winds.

Because the McCormick three-point floating elevator will elevate the heaviest, most tangled and vine-filled grain without clogging.

Because the McCormick has a perfect acting third packer.

Because the McCormick improved grain binding attachment is the strongest and simplest ever placed on a grain binding machine.

Because the McCormick improved knotter is the simplest and most easily adjusted.

Decide right now to handle the McCormick. It will mean more sales and more profit. You will want to know more about the McCormick line, which includes drills and tillage implements, mowers, rakes, hay loaders and reapers.

Ask the International blockman for a copy of our catalogue. Take up the contract proposition with him, or, if more convenient, write nearest general agency for particulars.

WESTERN BRANCH HOUSES:

Calgary, Alta. Brandon, Man. Edmonton, Alta. Regina, Sask. Saskatoon, Sask. Winnipeg, Man. Yorkton, Sask.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO

U.S.A.



LOOK FOR THE I. H. C. TRADE MARK. IT IS A SEAL OF EXCELLENCE AND A GUARANTEE OF QUALITY



ing to treat in that manner a man who can't retaliate.

Soon the new year will be upon us, and the opportunity to invigorate yourself and your business by new resolutions will be given you. Take the opportunity, and while you are seeking new and improved methods for conducting your business in 1910, strive to eliminate all those little mannerisms which are detrimental to it. Though you may treat your customers with politeness you should always remember that every other man, no matter how poor in his circumstances, is a possible future customer and so treat him accordingly. Remember too, that the drayman whom you deem unworthy of much consideration, has it in his power to injure you or your business, though you may not think it. Every word spoken against you by other people is just another seed in the crop of distrust sown against you, and you should do your best to prevent the crop growing. Cultivate a uniform politeness with everyone, whether they be above or beneath you, for a true gentleman is the first one to own that all men are equal. Never make unjust demands but always keep in mind the golden rule; "Do unto others as you would have them do to you."

The Farmer's Real Friend.

"Is it Samuel L. Allen who makes those wonderful farm and garden implements that save so much time and labor?" Thus writes William Bates, and continues:—"You don't say so! Why, bless you, I've used these Planet Jr. labor saving tools, as they are called, for years. In fact you couldn't get me to use anything else. But I never dreamed they were the invention of my old neighbor. I remember how he used to be always making experiments with his inventions in his garden. That accounts for his success. He had an idea and stuck to it until he produced something of lasting benefit to farmers and gardeners. And they know a good thing when they see it. I've used that No. 20 Planet Jr. Hill and Drill Seeder, Double-Wheel Hoe Cultivator and Plow for some time and couldn't get along without it. It combines almost every useful garden tool in one strong, light, easy-running, simply-adjusted implement. It opens the furrow, sows the seed in drills or hills 4, 5, 8, 12 or 24 inches apart, covers, rolls down and marks out the next row. And it works to perfection as a



I. H. C. AWARDS

We have pleasure in reproducing herewith cuts of the diplomas awarded to the gasoline tractor engines of the International Harvester Company of America, at the Winnipeg Motor Contests of 1909. English, Canadian and American engines participated. Among the marvellous results obtained was the plowing by a 15 h.p. "I.H.C." gasoline engine of 1.09 acres in one hour and 15½ minutes, using only one and sixty-four one hundredths gallons of gasoline. The same company was the victor at Amiens, France, in competition with all European comers.

wheel-hoe cultivator and plow. This is only one of the labor-saving implements that are the product of Samuel Allen's thoughts, is it? We owe him a debt of gratitude for revolutionizing farming methods and taking away the drudgery. I certainly think any farmer is neglecting his own business, who does not send for the illustrated 56 page catalogue of 1910 Planet Jr. implements issued by S. L. Allen & Co., Box 1108Z, Philadelphia, which they send free upon request."

Invents A New Plow.

The new plow recently invented by Oliver Webster, a Van Buren, Ind., township farmer, is receiving attention from the outside world. Mr. Webster manufactured the entire machine on his farm, using old parts from other plows, and making the new pieces required in his own workshop. He has given the machine a two years' test on his own farm, and declares that he now has it arranged so that it does perfect work. The plow has a double cutter, both operated with one lever, instead of two or three in the case of most other gang plows, and this lever has neither latch nor foot lockers, working from a dead center. An adjustable crank wheel keeps the plow in the ground at the same depth all the time, whether the ground be rough or smooth. The two

beams form all the framework there is to the machine.

Mr. Webster recently obtained a patent on the plow, the points covered in the patent being the frame construction, the lever attachment and the adjustable wheel.

On account of the saving in materials over other gang plows. Mr. Webster thinks his invention can be manufactured and marketed considerably cheaper than anything of the kind yet devised. He has used it both with steam and horse power and says that it gives excellent results either way.—Farm Machinery.

Laugh and Grow Fat.

There is no better asset in life than good cheer.

It is the best known antidote for suicide.

A directory of the world's philanthropists should contain the names of all the humorists.

"The most wasted of all days," says Chamfort, "is that on which one has not laughed."

Humor is the life of life.

It is the best medicine for a sick room.

A doctor who is devoid of humor should be prohibited.

It is the salvation of the rostrum.

Booker Washington's phenomenal platform success rests upon his happy faculty of blending humor with his serious themes.

David Swing, one of the most classical Americans of the nineteenth century, depended largely on his inimitable humor to make real his literary goods.

It is because he radiates good

cheer that Senator Depew is in such demand.

Humor is the chief stock in trade of the commercial drummer.

It will often sell goods where an argument fails.

A preacher without humor is a pulpit misfit.

That most genial of men, Dr. Henry Van Dyke, says: "There is such a thing as taking ourselves and the world too seriously."

The author of "Little Rivers" owes much of his popularity to his art of utilizing humor.

The gentle undercurrent of humor that flowed through Beecher's sermons, often coming to the surface, was the secret of much of his force.

There is a purifying, ramifying virtue in Robert Collyer's smile.

Few plays that are not humorous, aside from the classics, outlive a season.

Not to have laughed over James T. Field's owl, Mark Twain's frog and Artemus Ward's wax works is to have missed much.

The man who makes men laugh makes the world better.

Few have had Dr. Holmes' experience, which prevented his being as funny as he could.

A good nature is the best thing that ever happened to a man.

Humor and sunshine—"the heavenly twins"—are the arch-enemies of crime and disease.

If you would be a leader of men you must be good natured.

No one ever courts the company of a man with a grouch.

Lincoln used humor as a mighty lever to shape events.

Man is the only animal that laughs. It is an exclusive God-given prerogative.

It is our duty to make the most and best of it.

Sterne says: "I am persuaded that every time a man smiles—and much more so when he laughs—it adds something to this fragment of life."

God pity the man who never laughs!

Hume wrote a history of England. It is a great work. It makes men think.

Bill Nye wrote a history of England. It is a great work. It makes men laugh.

Both were benefactors of their race.

"We ought to be as cheerful as we can," says Sir John Lubbock, "if only because to be happy ourselves is a most effectual contribution to the happiness of others."

The Indian seldom laughs. But who wants to be an Indian?

"I was suspicious of him," says the cynic, "until I heard him laugh."

"Care to our coffins adds a nail no doubt,
And every grin so merry draws one out."

—J. K. Le Baron in Chicago Journal.

Common Sense.

New stores are opening almost every day in our Western towns. The great influx of immigration necessitates new buildings and new business men all the time. Men nowadays venture into businesses with which they have hitherto had scant or no acquaintance. There is no doubt much money to be made in most of them if they are properly handled, but the modern man of business, to be successful, must of necessity be a man of common sense; it is an indispensable factor in the business man, and without which he lags behind on the long road to prosperity. Advice is a good thing, but no man can furnish advice which is sure to exactly fit the requirements of every dealer who reads it; the dealer must use common sense and just such as will benefit him most by adapting it to fit his own particular requirements.

The same rules do not profitably apply to all businesses alike. For instance, take the case of the business man who profitably spends a certain percentage of his gross sales in advertising. There are others who no doubt would find the same percentage much too large. Again, a strictly cash business may be the best thing for one man, whilst for another to attempt it would be nothing short of suicidal. In all things, in applying advice, in applying suggestions or in adapting other people's ideas or experiences in any form to one's own particular business, common sense must be used. No one else should know as much about a man's business, about his trade and the conditions under which he does business, as the man who controls that business, be he dealer or manufacturer, and if he is the right man he is best fitted to decide for himself what can best be added to the business to make it a success.

The business man has many things to contend with, and this applies especially to the implement dealer, to whom customers are constantly presenting problems which it is of the utmost importance that he should be able to solve correctly. The dealer must not only possess the ability to do business, but he must use his own common sense; he must know whom to encourage and whom to avoid, whom to believe and whom to doubt. And even in the larger world outside the circle of his immediate business connections there are times when a man with the affairs of a great organization depending upon his judgment must form the best opinion he can of the character of public men and determine his policy accordingly, in all of which he must ever use good common sense.

Some men have a native penetrating shrewdness which enables

them to arrive at fairly accurate conclusions as to the character of the men with whom they have to deal. And if this native insight, this intuitiveness, be absent, probably no amount of learning can form a substitute for it. But even with this native shrewdness, some knowledge of the principles which govern mental action ought to form

a part of the business man's equipment; not a mere book knowledge, but a practical working knowledge of the laws of intelligence and will.

Nothing seems more remote from commerce and finance than the study of mental science and philosophy. But the metaphysical habit of mind, the analysis of thought, and thinking, cannot fail to be use-

ful to a man whose business it is to form correct estimates of human character. To Scotchmen, who have such a marked proclivity to studies of this kind, is attributed the fact that they are so distinguished for their skill in banking, that many of the leading English banks are largely officered by Scotchmen. They have the virtue of common sense.

BRANTFORD CARRIAGES

Have stood the test for over twenty years

Their eminent superiority in all essentials of style and workmanship comes of doing things best; which has been the reputation of "Brantford Carriages" for years, and the price is as low as really good carriages can be sold for.



No. 422, Elliptic Spring Driving Wagon.

Write for 1910 Catalogue and Price List

MANUFACTURED BY

The Brantford Carriage Co. Ltd., Brantford, Ont.

SOLE SELLING AGENTS FOR WESTERN CANADA

COCKSHUTT PLOW CO. LTD.

WINNIPEG

REGINA

SASKATOON

CALGARY

EDMONTON

Push Profit-Making Articles.

Many a dealer makes a mistake in putting goods of low price and poor quality in a prominent place where customers can see them. It should be the aim of every progressive retailer to sell, if possible, the goods that pay a good margin of profit, and which are known to possess merit other than low price. No dealer can do this if he keeps his profit paying lines in the background and puts cheap, profitless stuff up in front where the buyer sees it first.

If a dealer must sell some goods that are of low grade in quality and which pay but little for the handling, through competition or for other causes, he ought, says *Farm Machinery*, to at least keep them out of sight as much as possible, and thus limit the demand. If a man strives to sell the best goods he soon works up a reputation for the quality of his wares that is worth much to him.

Windows, store shelves and floor space should be regarded as so much advertising space, and used to advertise goods that pay a fair profit, and which the dealer can back up for quality. Keep the things that scarcely pay for the handling as much in the background as possible.

P. & O. Establish Branch at Minneapolis.

The Parlin & Orendorff Co., of Canton, Ill., have just organized a company in Minneapolis, to be known as "The Parlin & Orendorff Plow Co., of Minneapolis". The capital of the company is \$100,-

000, and it will handle all the lines manufactured by the parent company in Minnesota and the Dakotas. For the purpose of handling this business, it is the intention of the P. & O. Co. to at once proceed with the erection of a large and substantially built implement warehouse in Minneapolis. Options have already been secured on the necessary property, and the building plans, contracts and details are now being arranged. When the new building is completed the company will have an up-to-date implement jobbing house from where all orders of Minnesota and Dakota dealers will be expeditiously taken care of.

Advance in Lumber Prices.

Rough lumber has been advanced \$1 per thousand feet by the coast mills of British Columbia. The increased price is now in effect and it is reported that a further rise may occur within the next few months.

"For some time the price of lumber has not been commensurate with the price of logs," remarked a millman, "In fact lumber has been selling at less than the cost of production. Few mills are booking orders for future delivery, and it is possible that prices may be still further advanced. Some mills have called their travellers in off the road, as they have on their books today all the orders they can fill for the present."

It is reported that the price of lumber was kept down for a long time owing to a three-cornered tussle for business between export mills. It is said a truce has now

been arranged and one of the first results was the advance of \$1 per thousand feet in the price of rough lumber.

Cylinder Trouble.

Now that many implement dealers are going into the automobile business, and many having a demonstrating car or tractor, it would be well to know how to rectify those little troubles that come to vex the amateur. One of these is the deposit of carbon in the cylinders. However the simplest device employed to remove this is a common house-keeper's metallic wash rag, made of a series of wire rings interlocking with one another. The kind preferred is that in which the rings are composed of two coils of wire, one coil overlapping the joint. Another kind, not so good, is that which has no wire overlapping the joints and can, with little effort, be pulled apart.

One of these metallic articles dropped in to a cylinder and the other three cylinders made to run about ten minutes, completely removes the carbon.

The Most Profitable Acres.

The possibilities of profitable gardening in England are exemplified by an acre of land cultivated on the French system of intensive culture, which in the last completed year is said to have yielded \$3,125 in gross returns. This probably constitutes a record for England, the nearest approach known to the writer being an acre

of land, the property of a seedman on the Great Western line between London and Oxford, which has yielded in one year flower seeds to the value of \$1,350 in Samoa \$300 to \$400 is the average yield an acre of land planted in cocoa; in Georgia \$400 worth of eggplants have been picked from a single acre, and pineapple farms in the West Indies often pay as much as \$500 an acre. Such yields as these, however, are trivial compared with that of an acre of vineyard in the Moselle wine growing district which was sold a few years ago for nearly \$120,000, and which produces a crop worth \$12,500; or with that acre of land in Tibet on which grows the sacred "tree of a thousand images," the leaves of which yield an annual revenue exceeding \$15,000.—Westminster Gazette.

Recent Canadian Patents.

The following appear among the patents recently granted to Canadian inventors.

W. H. Bradt, Windsor, Ont., carburetting and gas-producing machines.

P. A. O. Leonard, St. John, N.B., nut-retaining means.

L. Langlois, Forget, Sask., gang plows.

J. R. Rogers, Gainsboro, Ont., automatic steering devices for traction engines.

W. H. Perrin, New Liskeard, Ont., sheaf shockers.

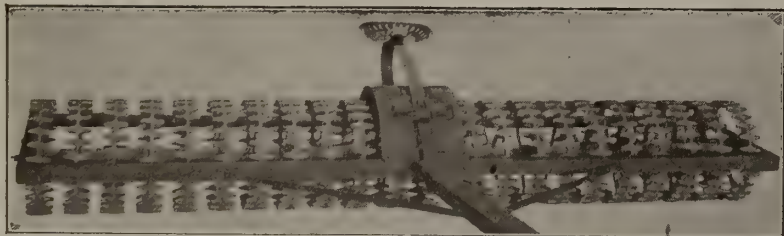
J. Muir, Brantford, Ont., traction engines.

A. Cosford, Oak Lake, Man., grain measures.

R. D. Smith, Franklin, Man., weeders and cultivators.

T. C. Mussen, Toronto, Ont., vehicle tires.

Bell's Pulverizers are Reputation Builders



"There's a Reason"

They are the strongest Pulverizers built. The wheels are extra heavy iron, each one having a separate hard chilled removable box.

The Frame is not wood, but it is very heavy angle steel, made in two sections jointed in the centre and it goes clear around the packer, not leaving a number of wheels to be supported only by the strength of the axle. Each section is inde-

pendent of the other. Our adjustable foot rest appeals to your customer as his boy can operate **Bell's Pulverizer** and feel secure. His legs do not dangle without a support.

Write us for prices and terms.

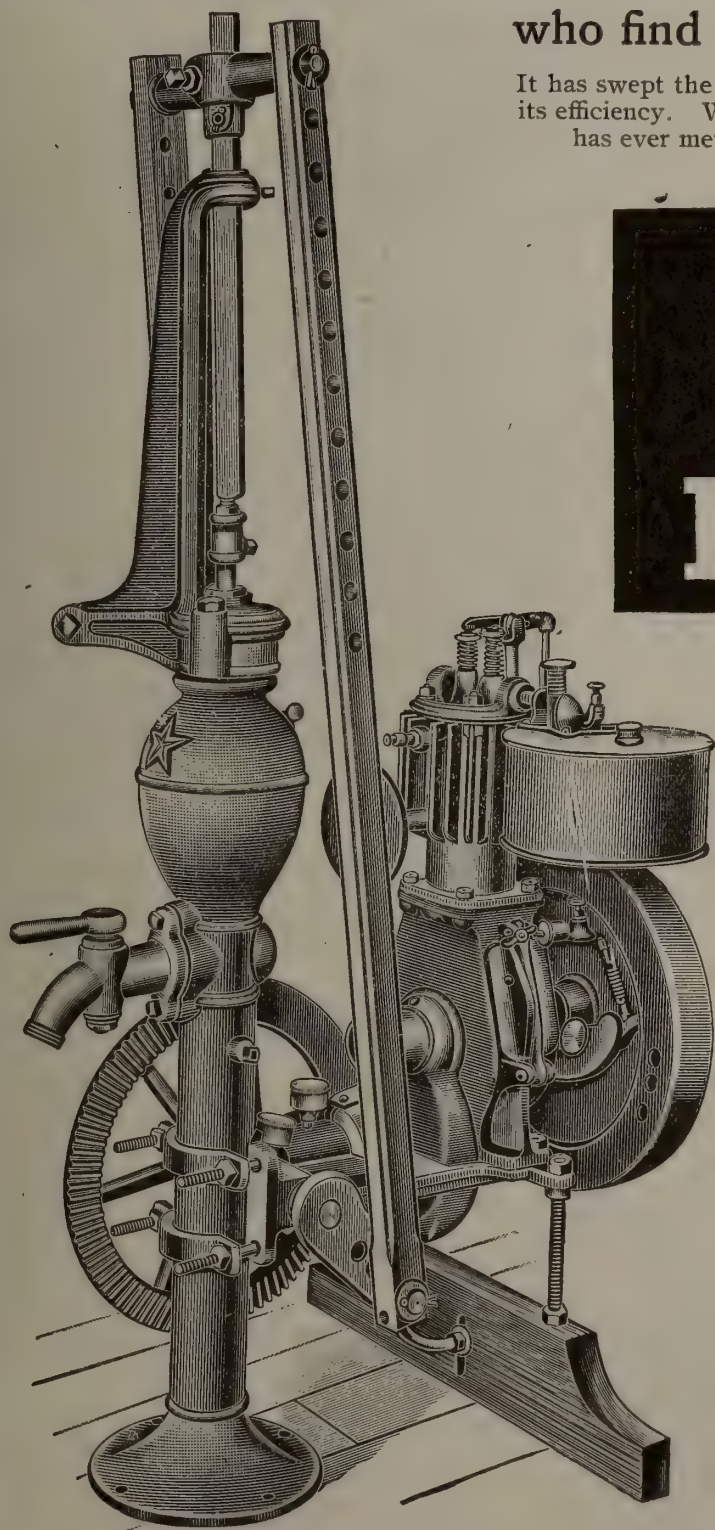
B. Bell & Son Company, Limited, Winnipeg

THE FASTEST SELLING —GASOLINE ENGINE—

The Fuller & Johnson Farm Pump Engine, less than a year on the market, is **first in sales** to-day. It is proving a bonanza for dealers, who find it in great demand.

It has swept the farmers off their feet because of its novel construction, its convenience, its efficiency. Wherever placed on exhibition, they swarm to see it perform. No engine has ever met with such immediate and widespread sale. It's absolutely unique.

Fuller & Johnson Farm Pump Engine



Complete in itself! Needs no pump jack, no anchor posts, no cement foundation, no belts, no towers, no arms. Means "good-bye" to windmills. Our tremendous advertising campaign in farm, stock and dairy papers reaches millions of farmers **every week**. The thousands of letters received from these advertisements are at once turned over to our dealers. Sales are simply enormous.

Let's get together

We want to hear from the liveliest wire in your town. Write for our Big Proposition. You will hear something worth while. Write now or you may lose out on the agency.

Made and Guaranteed by
Fuller & Johnson Mfg. Co.

Established 1840

MADISON, Wis.

Patented June 15, 1909. Others applied for.

STEWART NELSON CO., LIMITED,

WINNIPEG and BRANDON.

Dept. C.

The Telephone.

It has been said that in a few years manual labor will be dispensed with and that mechanical means will be employed wherewith to carry on the world's work. While we do not endorse such a radical statement, yet we do admit that there is a possibility in the future of many things being done mechanically which are now being done by manual labor. As we look over the history of past years, and bygone generations, and compare it with the knowledge we have of modern times, it is easily seen that most of the inventions of modern times have been designed to replace hand labor. In nearly every case, the necessity for these inventions has been created by the limitations of time of the world's work. The ocean liner, cutting down the time of water travel by months. The railroad, superseding the old modes of transportation which delayed our forefathers on their journeys; and, last of all, and faster than all, the telegraph and telephone, which to use a vulgarism, "have knocked the bottom out" of the time of travel and communication.

It has never been fully realized

how potent a factor is the modern telephone in the daily life of the business man of to-day. Very few men have taken the trouble to estimate the time and money saved by what is now a familiar instrument. Its progress and improvement have been wonderful, and its field of utility has spread until it is now an indispensable adjunct to the equipment of any business.

Did you ever try to figure out how much is saved to the implement dealer alone by the use of the telephone? He probably uses his 'phone about five times a day to do business which would otherwise mean a personal trip to his customer. Had he to make these trips he would probably walk two miles each day or an average of about twenty per week. Then by means of the 'phone he is able to communicate with his farmer and other out-of-town customers, which saves him a further twenty miles each week. Had he to walk those forty miles each week it would probably cost him about fourteen hours' time, which, at the low computation of the dealer's time at 35 cents. per hour, means that he is out each week about \$4.90, or in a year about \$260.00. This is without taking into consideration the busi-

ness that is lost to him while he was away on these trips.

It is easily seen from the above that a dealer to make the most profit possible out of his business must make the most of his time, and nothing saves his time so much as the telephone. Many dealers have not noticed the real value of the 'phone simply because they never had one, but we would say that whenever it is possible to have one installed it should be done, and when the question of rural telephones comes up in the council of the municipality the implement dealer ought to be one of the first to uphold the resolution to instal them, for it means so much to him and his business which would otherwise get away from him, and it will also, by enabling him to keep in closer contact with his jobber or manufacturer, give him a better repair service.

Don't let the question of a few dollars cash stand between you and the prospect of many dollars' worth of extra trade.

Reliability, Not Speed.

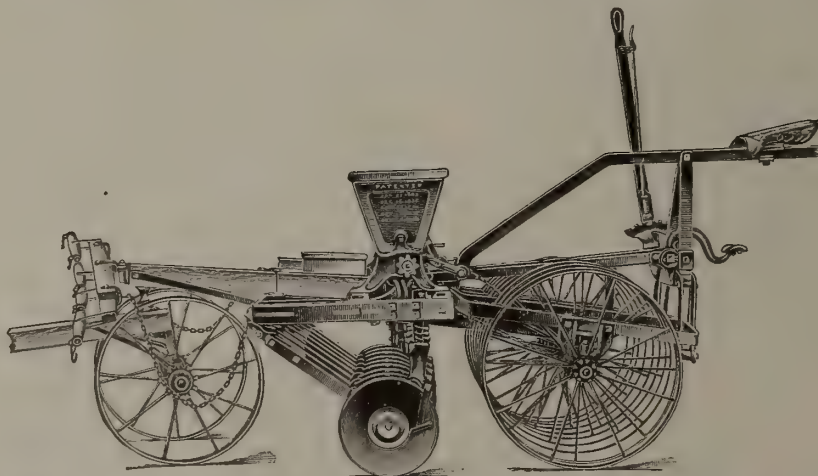
Motor racing is coming into vogue more and more, bringing with it the risks and dangers that

track speeding involves. Manufacturers are entering their cars for the tests, in the hope of reaping the benefits of the publicity thus obtained. When a certain car is speeded up to 70 or 80 miles an hour, or a few seconds are knocked off the world's record the driver is lauded as a hero, and the matter is given all the publicity possible in the manufacturer's advertisements. That the driver should be admired we all admit. It is a plucky thing to send a car along at a mile-a-minute gait, and we all admire pluck, but we do not think that it is right that the man should have to risk his life, just to prove how fast a car can go. Buyers are not interested in the abnormal speed of the car as much as in its reliability. An automobile owner does not care so much about a car that can, at a spurt, reel off 50 miles an hour as much as he does about a car that can take him and his family for a long ride without the possibility of a breakdown or anything that would necessitate the car being towed home. The average buyer purchases his car with a view to the pleasure that he will derive, and he is not likely to tune up his car to drive as fast as a railroad express. A reliability test,

PRESS DRILLS

ALWAYS INSURE GOOD CROPS

GRAIN DRILLS
IN ALL STYLES
AND SIZES



SINGLE DISK
DOUBLE DISK
AND SHOE

THE AMERICAN SEEDING-MACHINE CO.

(INCORPORATED)

WINNIPEG

MANITOBA

to our mind, does far more good to the manufacturer than a speed test. Of course, we all know that a speed test puts almost as much strain on a car as a reliability test, but the strain is only for a short time, and does not show up the weak points of a car as much as a long-distance run. A road test proves the tires, and hill-climbing qualities, which the speed race does not.

Even the road race is rather superfluous, for the average buyer knows little and cares less about track and race records. He is only interested in the question as to whether or no the car will ensure him and his family a safe, pleasant ride, free from the possibility of anything that will hamper their return to the family domicile. He is not a skilled mechanic, and troubles that would only inconvenience the expert driver would present vast difficulties to him.

A car that will jog along at a fifteen miles an hour gait on any road, would suit his taste far better than a car which could go round a prepared track at express speed under the control of an expert driver and mechanic. Besides, there are such things as speed laws and any well-constructed auto will go fast enough to break those laws if the owner so desired, but some roads would not admit even that, owing to their rough condition.

What we want is more demonstrations of practical utility and less of impracticable speed. No man would think of buying a fast trotter or a thoroughbred racer for general purposes, and no man would care to buy a speedy car for general use. If the sportsmen of the automobile game wish to risk their

necks in high speed contests, let them, but the manufacturer ought to interest himself and the car he makes in the reliability contests and in the records of honest service that his car has made in the hands of the ordinary driver-owner.

Canadian Vehicles in South Africa.

The following tribute to the excellence of Canadian products is an extract from a letter sent to our Trade Commissioner at Durban, South Africa. This gentleman has realized fully that our Canadian manufacturers have put their products up to a high standard; for he states that his reply to all enquiries for cheap and shoddy goods of Canadian manufacture is to the effect that such a class of goods is non-existent and that the Dominion manufacturers do not make them. There is a big field for Canadian vehicles in South Africa and the Canadian manufacturer would do well to build up trade with the sister colony. The extract reads as follows:—

"Since last writing you, I drove out from ——— to here with two friends in the buckboard. I must candidly admit that I have never ridden in a more comfortable trap. The same opinion was expressed by my friends. The driver, a kaffir, remarked that it was as comfortable as travelling in a railway car. The four springs, arranged as they are both in front and at the back of the axle, form a great improvement both for easy travelling and strength, and the crank axle is a decided advantage over the straight. ——— drove out in it

last week, and arrived here feeling quite fit and fresh. Several people have made inquiries about the price of it, and whom to write to. I am very well pleased with both harness and trap."

The vehicle to which reference is made, says the Commissioner, is a modified prairie buckboard with a removable canopy top, to hold four people and about five or six hundred pounds of baggage; it was ordered by me for a mining friend of mine in the northern Transvaal some time before taking up my present appointment.

"From a personal experience of many years driving in this country, it is my impression that this vehicle for two or four people, when specially made to suit local conditions as was this one, is more perfectly adapted for use

on the South African veldt than any other, and one drive in it over a rough road will demonstrate its superiority of comfort over the Cape cart, both for passengers and animals.

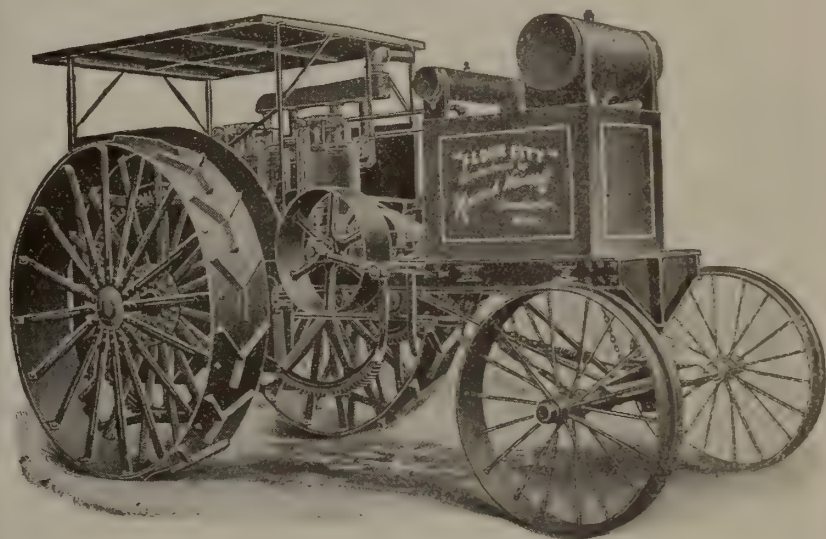
"Cheap and flimsy carriages are not made in Canada, the people of the Dominion have no use for them, but if they were it would be my endeavor to exclude them from this market in spite of the fact that some dealers seem to prefer them, doubtless owing to the price; but for quality, finish, comfort in travelling and reliability of workmanship, combined with the fullest value for money, I do not hesitate to say the Canadian vehicle can not be surpassed by those made in any other part of the world. These points in conjunction with low ocean rates and a three per cent customs preference, should make them a profitable line for South African merchants to handle."

AN UP-TO-DATE PLOWING AND GENERAL FARM ENGINE

THE "FLOUR CITY" TRACTOR

Twice Winner of the Gold Medal

The "Flour City" was awarded the highest prizes in the two contests held in Winnipeg in 1908 and 1909 in competition with the leading manufacturers of Gasoline tractors of two continents.



The "Flour City" is a four cylinder, four cycle engine of the most Modern Design and Construction.

The winning of the Gold Medal two years in succession has put it in the lead.

It has now passed through its second year of strenuous work in the field, and has demonstrated in the hands of hundreds of farmers the fact that it has "Made Good" its Gold Medals.

Multiple Cylinder engines admit of light construction.

Large Diameter drive wheels insure greater tractive power, thus producing an engine of Maximum power and Minimum weight.

It is 5000 pounds lighter than the average tractor of equal H. P., propels itself at a less fuel expense, does not pack the ground so hard and will pass over low and sloughy places where others dare not venture.

Our 30 H. P. is a popular size for medium farms. Our 40 H. P. is more desirable for farming on a large scale.

If you are going to sell a Tractor for plowing, look up the "Flour City". It possesses more good points than all other tractors combined,

FOR CATALOG OR INFORMATION WRITE

KINNARD-HAINES CO., 830, 44th Ave. N. Minneapolis, Minn.

or Dominion Sales Agents:

Ontario Wind Engine & Pump Co. Ltd.,

WINNIPEG

TORONTO

BURTON'S SAWS

ARE POSITIVELY THE BEST

Because they are tempered by an entirely new process, where the heat is registered by an electric pyrometer while the saw is clamped under many tons hydraulic pressure in a revolving furnace, which absolutely guarantees uniformity, assuring every part



of the saw being tempered alike. There are positively no hard or soft spots in our saws. This method gives the saw greater toughness and makes it retain a keener cutting edge than any other known process. If interested write for catalogue and prices

THE A. J. BURTON SAW CO., LTD.

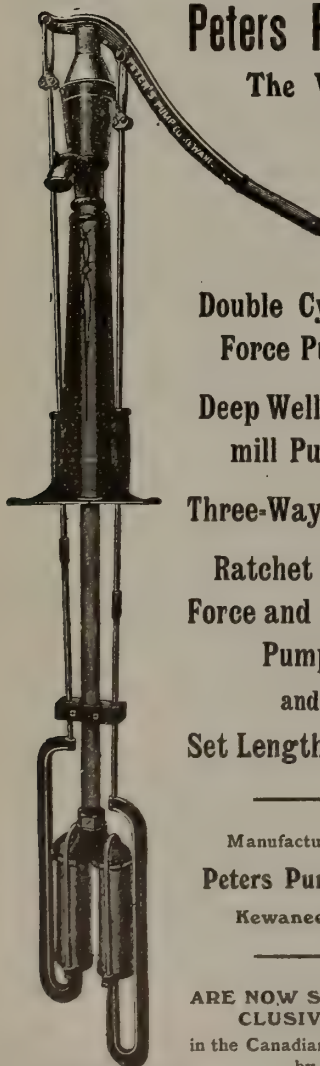
VANCOUVER, B. C.

Education of the Implement Dealer

The implement man of today has to be other things besides being a good salesman. He needs to be a good all round man, salesman, accountant and mechanic. He must be a salesman of no mean ability for he has to compete with others in the same line and unless he has cultivated and made the most of his address and personality and is able to get and keep customers—well, he will not be in business very long.

He needs to be a skillful accountant for much of his business will be credit business entailing careful bookkeeping and accuracy in dealing with figures. Customers like to have their position shown them at a moment's notice when they ask how they stand. The farmer is suspicious that his account is being cooked if he is kept waiting many minutes for a statement. The dealer in implements also has considerable correspondence to carry on and he should be able to write his business letters with force and rapidity.

NOTICE:—TO ALL DEALERS



Peters Pumps
The World's
Best
Line

Double Cylinder
Force Pumps

Deep Well Wind-
mill Pumps

Three-Way Pumps

Ratchet Lever
Force and Suction
Pumps
and
Set Length Pumps

Manufactured by
Peters Pump Co.,
Kewanee, Ill.

ARE NOW SOLD EX-
CLUSIVELY
in the Canadian Territory
by

Tudhope, Anderson & Co. Ltd.
Winnipeg, Regina, Calgary, Saskatoon

Above all things he must be practical and have a complete knowledge of all the machines he sells. This side of his education is likely to increase rather than diminish in importance. The settlers from Ontario and the rising generation, their sons, have generally mechanical skill sufficient to enable them to fix a bucking binder or refractory mower. This is also true of the immigrants from the United States. When, however, our implement man has to deal with customers from European countries, he generally finds that their knowledge of machinery is conspicuously absent. Directly there happens to be a loose nut or a weakened spring, a shaft out of line or a heated bearing they fly to the man who sold the machine to diagnose the case and prescribe the remedy. These people must be treated considerately and kindly, irritating as they sometimes may be. The use and care of machinery is not mastered in a day or a year.

The implement man who knows nothing of the machinery he sells is before long up against all kinds of discontent and difficulties. He will soon be worried out of business.

From what has been said it seems plain that the education required by the implement dealer

BEST SELLING SPECIALTY

Offered the Trade

LLOYD'S

Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Implement Dealers should write the Wawanesa Wagon Seat Company in connection with handling Lloyd's Handy Wagon Seat as a side line. This is a paying proposition and an easy seller. Makes a wagon ride easier than a buggy.

For further information write the
Wawanesa Wagon Seat Co.
WAWANESA, MAN.

is pretty extensive. He has to cultivate and perfect himself in other things besides salesmanship. There is no profession requiring wider range of knowledge or greater intellectual attainments than is required of the man who stands between the consumer and manufacturer in the implement business.

Size of Automobile Wheels Increasing.

A noticeable feature of the automobiles put on the market during the past few years is that the diameter of the wheels fitted is growing larger with each succeeding model. A few years ago a 34 inch wheel was considered the best size to use, now the diameter has risen until it is considered the thing to fit 40 and 42 inch wheels. The belief among those interested in the automobile trade is that the small wheel must go. Automobile manufacturers have for some time been discussing the question, and the general consensus of opinion seems to be that sooner or later larger diameters will be adopted for the majority of the latest cars put out.

There is much to be said in argument for both types of wheels. The small wheel is, of course, lighter; it has also the advantage of being cheaper, it puts less strain on the axle, and costs less for tires. As a general rule it is also much easier to arrange the lock for the steering gear, and it is simpler to set the platform on the low wheels. Though these advantages seem to prove indubitably that preference should be given to low wheels, yet the disadvantages offset them and leave

a balance in favor of the high wheels.

As is well known to automobile users, the vibration caused by the inequalities of the road is much greater when small wheels are used than when large ones are fitted to the car in question. Vibration is most injurious to the mechanism of the car, and excessive vibration not only increases the repair bill, but shortens the life of the engine and consequently of the car. It is also proven that the suction created on the road surface by small wheels is much greater than that produced by large ones, and naturally the road bed is much more damaged. As evidence of the realization of the increased deterioration of the road bed it has been suggested that wherever a tax was imposed upon vehicles for the maintenance of the road it should be fixed in an inverse ratio to the size of the wheel; that is, the smaller the wheel the greater the tax.

It is evident that in order to reduce the cost of maintaining an automobile, the vehicle tax should be kept as low as is consistent with the demands of the road builders. The lower the cost of keeping the roads in good condition, the lower will be the tax necessary to produce funds to meet that cost. Automobile users are coming to the realization that there is more genuine pleasure from a ride through the country at a moderate pace, than in a breakneck ride that makes the scenery look like a moving picture of a speed fantasy. This being so they are realizing more than ever the need for good roads. The good roads movement is finding more supporters, and one of the things which will help it is the use of high wheels in place of the low ones formerly used.

One never hears of lost opportunities being returned by the finder.

FRAZER AXLE GREASE.



Not affected by Heat or Cold.
Highest Awards at Centennial, Paris
and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.,**
Factories: ST. LOUIS, NEW YORK.
NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

WATER COOLED GASOLINE ENGINES

1 1/2	H.P.	} FOR SALE CHEAP
2 1/2	"	
3	"	
8	"	
10	"	

**THE GASOLINE ENGINE
SUPPLY CO.,**

36 Main St.

Winnipeg.

The Aeroplane Industry.

Judging from the rapid progress being made in flying machine experiments we are confident that in the near future a new industry will spring into being. The aeroplane is past its theoretical stage and is now an accomplished fact. Of course, there have been a great number of accidents in the course of its development but that is to be expected with every new invention. At the present time, however, practically the only breakages are the result of the instability of the motor. What is needed now to complete the conquest of the air is a reliable aeroplane motor. The peculiar conditions under which the aeroplane motor works are such that the ordinary automobile motor is practically useless and even specially constructed motors, built with a view to lightness and flexibility, fall far short of aeroplane requirements.

The first necessity then, is a factory for building aeroplane motors. Only by long experiments can the flying-machine motor reach the necessary degree of perfection and the sooner the industry is taken up, the sooner will aerial flight be an accomplished fact. The automobile motor is out of the question altogether. It was designed and built to suit the conditions under which it worked. Weight was not of vital importance and as it was built to the rigid framework forming the chassis of the car, flexibility was not so great a requirement. With the aeroplane engine, however, the conditions change. Lightness is a great desideratum and owing to the unexpected strains to which it is subjected, flexibility is an absolute requisite. When the aeroplane motor is perfected, then

will the aeroplane industry be entered upon.

The United States have already realized that the manufacture of aeroplanes will only be a matter of a few years, for according to a recent U. S. Treasury-ruling these new machines, if imported from another country, will be subjected to a duty of 40 per cent. ad. val.

Wright Brothers have placed a valuation of \$7,500 on their machines, so it is reasonable to suppose a few years hence these machines may be sold as cheaply as are automobiles today.

Effects of a Liberal Offer.

A business man of Dayton, O., tells this story of some commercial friends of his:

A customer who bought in a small way from the wholesalers and whose credit was not of the sort known as gilt edged, visited the city and purchased a \$2,800 bill of goods paying \$2,500 in cash and giving his note for the remaining \$300.

After the transaction had been closed and the paper and currency had changed hands the customer said:

"Now, after a deal of that size it is customary to give the purchaser a present. Come out with it."

"We'll throw in a wagon-seat," laughed the salesman, temporizingly.

"A wagon-seat, eh! Say, quit fooling. I really mean it. I expect you to do something that will really be a suitable acknowledgment of my patronage."

The salesman went to the manager with the problem, and the manager said:

"Well, if he feels that way about it we might encourage him a bit. We'll do something that ought to

please him greatly. Give him back his \$300 note. Make him a present of his paper. That will make him a cash customer and raise his credit and save him money besides."

The salesman went back, pleased to be the bearer of such joyful tidings of liberality in business.

"Well, sir," he said, "we've arranged about that present, all right. Here," with a flourish, "is your note. We give it back to you."

The customer did not seem enthusiastic. Instead, without looking at the note, he asked:

"Is it endorsed?"

"No," said the salesman, in astonishment.

"Then I guess you better gimme the wagon-seat," said the disappointed customer.

Some people imagine that the golden rule reads: "Do others or they'll do you."

Electric Smelting.

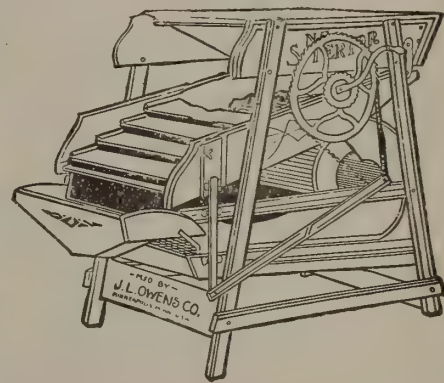
Dr. Eugene Haanel, Director of Mines, states that arrangements are being made for establishing the first electric smelting plant in Canada, in connection with the Sault Ste. Marie iron and steel industries. The Lake Superior Company is arranging for the construction of a number of furnaces similar to those now in successful operation in Sweden.

A second electric smelting enterprise, involving the investment of about seven million dollars, is also contemplated for the treatment of iron ores on the Ottawa River at Chats Falls, where a splendid power site has been secured by a company headed by Mr. Louis Simpson of Ottawa. Dr. Haanel is convinced that these are but the beginning of the development of an electric smelting industry in Canada that will grow to immense proportions.

SOMETHING NEW IN FANNING MILLS

Are you looking for the Best Mill on the Market? One with the latest improvements? One that sells itself and has the talking points, as well as the points that do the business? If so, get the Agency for the

IMPROVED NEW SUPERIOR



Everyone concedes the New Superior to be the best Mill made but we have now made it better than the best, increasing the capacity fully 25%. We want you to write us about this at once. We carry stocks at Winnipeg, Regina, Saskatoon and Calgary.

Write us if interested in any of our lines:

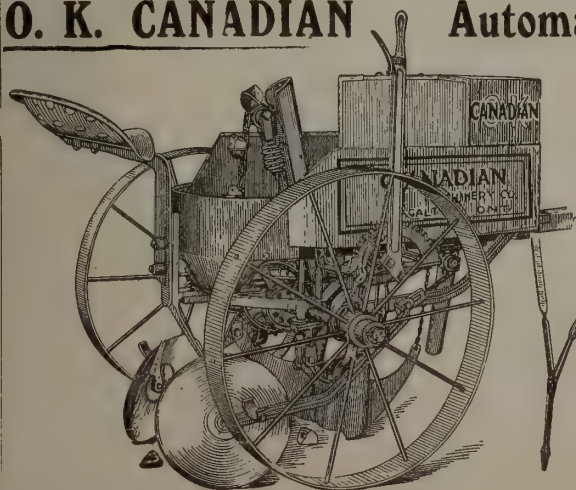
Binder Twine.	Disc Sharpeners.	Smut Machines.
Truck Wagons.		Rotary Harrows.
White Sewing Machines.		Case Plows.
Gilson Gasoline Engines.		Case Engine Gangs.

Call and see us when in the city at our new show rooms.

THE HARMER IMPLEMENT CO.

132 Princess St., Winnipeg.

O. K. CANADIAN Automatic Potato Planter



1909 Model

with or without fertilizer attachment.

New Features

Geared from both wheels for hill side planting. Strictly new fertilizer attachment. Handles the seed as carefully as by hand. Does not puncture or bruise the seed. Write for full particulars.

Canadian Potato Machy. Co. Ltd.
130 Stone Road,
Galt, Ont.

Farm Mechanics.

We are living in an age of machinery. The conditions in every walk of life have been improved by the addition of mechanical time and labor-saving devices. A few years ago, the man on the street, and the man with the hoe were absolutely ignorant of anything appertaining to mechanics, and few outside of trained men knew anything about mechanical principles.

Now that machinery has become part of our everyday life there are few people who do not know at least a little about it. The old distrust of things mechanical has passed away and a mere boy will today handle machines which men of earlier days would not have even approached.

The farmer, of all men outside the mechanical trades, is probably the most constant user of machinery. It is a part of his daily toil and their use has become as necessary to the tilling of the soil and the saving of the crop as he himself has. As may readily be imagined, this continual contact with machinery has imbued him with no small amount of mechanical ability, so that, where his own machines and implements are concerned, he is not exactly a greenhorn.

Many farmers show their mechanical ability in the way they execute repairs to their machines. Almost every one of them is able to brace up a weak part or replace a broken one. Glaring defects in construction or in the assembling of the machine they can easily discover, but very few of them are capable of adjusting a machine properly.

Any dealer who has been in business any length of time knows that numerous complaints are received

about implements being defective, or no good, when the trouble has been with the operator and not the machine. If every machine was run in a proper manner and kept in good adjustment there would be fewer complaints about "bum" implements, and the draft on the horses would be greatly reduced.

The dealer will save himself much trouble and annoyance in the future if he ascertains, when selling a new implement, whether or no the purchaser fully understands its adjustment. The first thing the average farmer does when a new implement does not accomplish its work in a creditable manner, is to go to the dealer who sold it to him, and raise Cain. A statement to the effect that the farmer was to blame and not the implement would be scoffed at, for almost every farmer has unbounded faith in his ability to handle farm implements properly.

Many implements are voted "no good" by their users when the trouble has been in the adjustment. Some men will plow a whole day and never look to see if the coulter is doing its work in a proper manner, or whether the plow is running at the right depth. Farmers have cut a whole field of wheat and never once moved the reel. Others leave the plow unprotected from rain in the field for a week to rust and then get angry because it doesn't clean.

The horses used by the farmer would never do their best work unless they were well cared for and the same treatment should be accorded the implements, or they, too, will be unable to do good work.

When the dealer brings his farmer customers to a realization of this, then will the number of complaints and requests for duplicate parts decrease. It is to the dealer's interest to see that the goods he

sells are properly handled and a few minutes spent explaining the adjustment of the new implement to his customer will often save much time later on.

A German Implement Factory.

According to the U. S. Vice-Consul at Frankfort, Germany, there is a movement on foot in Germany to establish a stock company for the manufacture of certain agricultural machines to compete with those now imported from the United States.

A number of leading agrarians publish an appeal in one of the leading newspapers to farmers and land proprietors to subscribe a capital of 4,000,000 marks (about \$1,000,000) for the purpose of establishing an agricultural machine and implement factory. The alleged reason for this establishment is to exclude American mowing machines from German markets. It is also claimed in the prospectus that these machines can hardly be regarded as efficient, as they are unable to mow long rye or low-growing or lodged crops.

The preliminary studies for the proposed factory have been made by the Agricultural Commercial Association (Limited). It is estimated that the annual output would be 1,500 combined reapers and mowers, 1,500 self-binders, 7,500 lawn mowers, 3,000 implements for lifting lodged grain, 6,000 corn shellers. The probable annual sales of machines are estimated at about 3,300,000 marks (about \$825,000), and the annual profits at about 770,000 marks, (about \$192,500).

Fence-posts and Fences.

The U. S. Consul at Winnipeg has sent the following report to Washington with a view to interest American manufacturers in the wire fence trade in the West. If American manufacturers decide to enter this field it will do much to stimulate the business for "Competition is the life of trade". We think, however, that Canadian manufacturers are fully able to take care of the trade of Western Canada and will be able to hold their own against outside competition. After speaking of the great demand for this class of goods the consul states: "This demand is concrete evidence of the rapidity with which this section is being settled and American manufacturers should give heed to the demand. A fence of simple and

easy construction which combines cheapness with durability is the thing needed. At the present time a large majority of the fences and wires used in their construction are of American manufacture and come from Illinois. It is estimated that 5,000 tons were used this year, and a large increase is predicted for next year.

"Several years ago barbed wire was a favorite fence-making material, but because of the danger to stock and difficulties in the way of handling it is rapidly being discarded. Farmers are partial to making their own fences, and for this reason wire is purchased on spools in large quantities and stretched in position. The scarcity of wood for fence-posts suggests some metal substitute, preferably of stamped iron. Such a post with a concrete filling has been invented by a Winnipeg manufacturer and seems capable of supplying the want. This same manufacturer has invented a fence which consists of a number of standards which, by means of a small instrument, are fastened in position after the wires are strung, making a strong and serviceable fence. A feature of the patent is that it permits the farmer to construct a fence with varying sizes of mesh to meet his particular requirements."

Potato Machinery Catalogue.

A new catalogue of the Aspinwall Potato Machinery has been received from the Aspinwall Manufacturing Co., Jackson, Mich., U.S.A. With a cover that cannot fail to catch the eye, it is got up in excellent style. Illustrations and apt descriptions of the various machines used in connection with potato growing are given. There are also useful hints given for the removal of the pests—potato bugs, etc., that are the bane of the potato grower's existence.

Canadian Plows for U.S.

The Cockshutt Plow Co. are carrying the commercial war over the border. They have during the past couple of months shipped eight carloads of engine gang plows to the United States and have now received definite specifications for seventy-five carloads more, for shipment before April 1st next. This is probably the first time that a Canadian manufacturer in this line has successfully entered the United States field. It is to be hoped that the experiment will be mutually advantageous to the United States company who are the purchasers and the Canadian manufacturers.

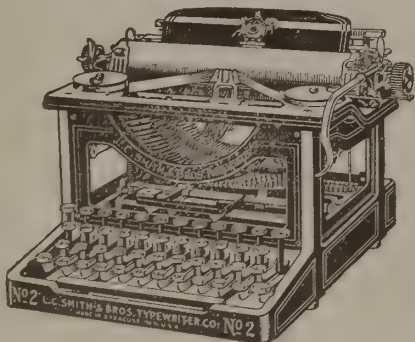
Handwritten Letters Are Out of Date

Buy a Typewriter Now.

The L. C. Smith Visible Typewriter is the typewriter you have heard so much about; the typewriter which has so many more improvements than any other machine and is yet so reasonable in price.

Write us about it today.

N. B. Please remember that we have a large stock of good second-hand typewriters of all makes,



Richardson & Bishop, Ltd., Winnipeg.

368 Main Street, 3 Doors from Portage Avenue.

A Season's Victories

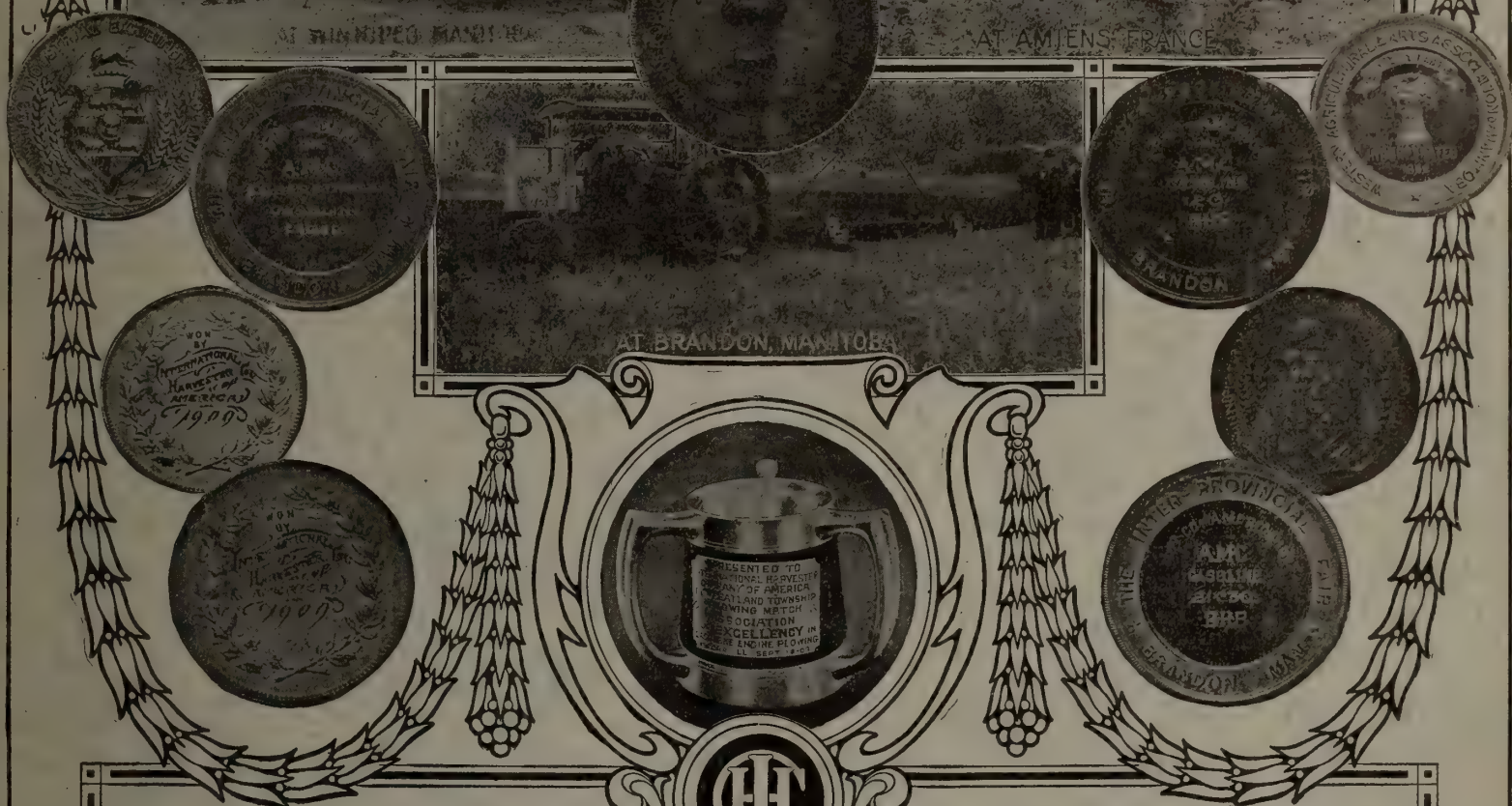


AT WINNIPEG, MANITOBA

AT AMIENS, FRANCE



AT BRANDON, MANITOBA



International Gasoline Tractors go to the dealer figuratively decorated with the medals of France, Canada and the United States.

During the past year these Tractors have swept all before them in actual field tests and determined which Engine of these nations really stood first in economy of operation, in effectiveness of power, and in range of practical usefulness.

At Winnipeg and Brandon they proved that a 15-H. P. International Gasoline Tractor could plow an acre in an hour and a quarter on a gallon and a half of gasoline, that a 20-H. P. International Gasoline Tractor could plow over two acres in less than two hours on less than two and a half gallons of gasoline. They also proved that they were the only engines in the contest that could do this.

At Aurora, Ill., International Gasoline Tractors proved that even on smaller farms they are more economical than horses.

At Amiens, France, they turned the current of prejudice against tractor plowing to a spirit of enthusiasm for it. One year ago at Bourges, France, continental Tractors made an abject failure of a similar contest, and the French farmer believed such plowing impracticable. The International Tractor stood every test required of it and convinced all Europe.

These tests are the dealers' proofs of reliability. They have helped put International Tractors on scores of farms. After the Manitoba contests one general agency alone sold twenty-eight 20-H. P. Tractors.

It means big business for any dealer who handles them.

In addition to the victorious Tractors, the I. H. C. line includes vertical, horizontal, portable and stationary, general purpose Gas and Gasoline Engines, ranging in size from 1 to 25-horse-power—also sawing, spraying, pumping and hoisting outfits.

We suggest that you write to the nearest branch house, or see blockman relative to contract for handling International Tractors and Gasoline Engines.

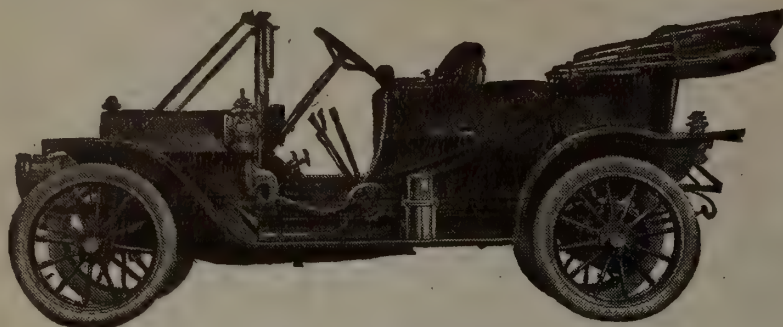
CANADIAN BRANCH HOUSES.

Brandon, Calgary, Edmonton, Hamilton, London, Montreal, Ottawa, Regina, Saskatoon, St. John, Winnipeg and Yorkton.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO U. S. A.



1910 4-CYL. REO

NEVER before has the equal of this car—for power, speed and beauty—been sold for less than three thousand dollars. And—this year or any year—it is the peer of any car at any price, for comfort and reliability.

This is a lot to claim, but the car is here to prove it.

Write for Catalogue and full particulars of our line.

REO RUNABOUT, 2 Passenger \$ 700

REO TOURING CAR, 2 Cylinders, fully equipped \$1350

REO, 4 Cylinder, 30-35 H.P. Touring Car, Demi Tonneau, Roadster \$1600

OLDSMOBILE, All Styles

KENNEDY, Highwheeled, Hardrubber Tyred Motor Buggy

JOSEPH MAW & CO., LTD.

Opposite Central Fire Hall

112-118 KING ST. WINNIPEG



CENTRAL FIRE & MARINE INSURANCE CO.

BRANDON

Operating in
Manitoba, Alberta, Saskatchewan

Subscribed Capital **\$365,000.00**


Substantial Cash Deposits with
THREE PROVINCIAL GOVERNMENTS

FIRE INSURANCE
All Classes of desirable risks insured

PURE-BRED REGISTERED
LIVE STOCK INSURANCE
Protection against Loss from Accident and Disease

Full information on application to any Local Agent or the Head Office of either Company

INSURE WITH HOME COMPANIES



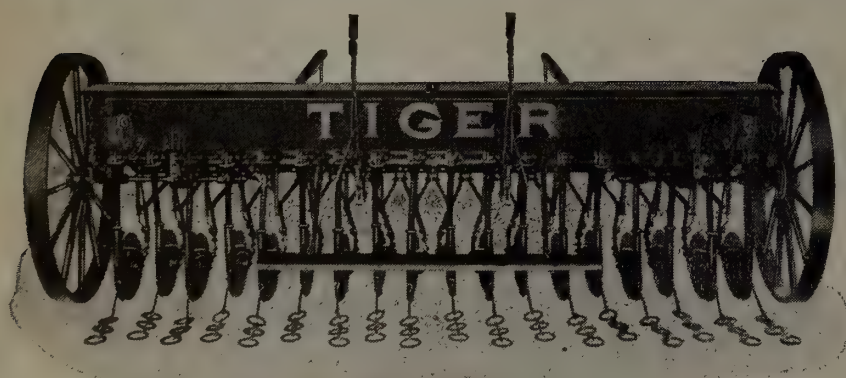
THE ALBERTA-CANADIAN INSURANCE CO.
EDMONTON



THE SASKATCHEWAN INSURANCE CO.
REGINA

CANADA

YOUR FARMER PATRON IS LOOKING FOR HIS MONEY'S WORTH



And it is plain he's not getting it unless he gets the best that's made.

In Drills, that's the TIGER

You cannot give too positive a guarantee with **Tiger Drills**. We back up every claim of superiority with the refund of the price where a Tiger Drill does not meet the claims.

There is a Tiger model to meet the demand of every soil and the choice of every farmer—nearly 200 styles and sizes.

Write for Agency proposition.

J. S. ROWELL MFG. CO., Beaver Dam, Wisconsin, U.S.A.

STEWART-NELSON CO. LTD., Distributing Agents
BRANDON, MAN.

THE MODERN FARM HORSE

IS THE

HART-PARR GAS TRACTOR

OVER 200 NOW IN WESTERN CANADA



The Tractor that is revolutionizing farming methods in Western Canada.

Best and cheapest power for breaking, plowing, disking, seeding, harvesting, threshing, hauling, &c.

The only Gas Tractor using **KEROSENE Fuel**.

A good proposition for Live Implement Dealers.

For full particulars write

HART-PARR CO. - Portage la Prairie, Man.

CANADIAN FARM IMPLEMENTS

VOL. VI., No. 2

WINNIPEG, MAN., FEBRUARY, 1910.

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1 00
Per Copy, 10 cents

UNION BANK OF CANADA.

CAPITAL PAID UP - \$3,202,670 RES - \$1,900,000

Hon. John Sharples, President. G. H. Balfour, General Manager.
H. B. Shaw, Asst. Gen. Manager.

WESTERN HEAD OFFICE STAFF:

F. W. S. Crispo, Superintendent.
P. H. Vibert, J. S. Hiam, Assist. Inspectors.
P. Vibert, Inspector of branches in Alberta.

BRANCHES IN WESTERN CANADA:

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SASKATCHEWAN.—Adanac, Arcola, Asquith, Carlyle, Craik, Cupar, Esterhazy, Filmore, Gull Lake, Humboldt, Indian Head, Jansen, Kindersley, Landis, Lang, Lanigan, Lemberg, Lumsden, Macklin, Maple Creek, Maryfield, Milestone, Moose Jaw, Moosomin, Neudorf, Outlook, Oxbow, Pense, Perdue, Qu'Appelle, Regina, Rocanville, Rosetown, Saskatoon, Saskatoon (West End Br.), Scott, Sinitaluta, Strassburg Station, Swift Current, Tessier, Theodore, Wapella, Warrons, Weyburn, Windthorst, Wolseley, Yorkton, Zealandia.

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Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.



Union Bank Building, Winnipeg.

The Great West Saddlery Co., Limited,

The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which have a world-wide reputation for being the highest standard goods on the market. For further particulars send for beautifully illustrated catalog and price list, free. Offices at Winnipeg, Man.; Calgary, Alta.; and Edmonton, Alta.

THE GREAT WEST SADDLERY CO., LIMITED.

SUN FIRE

The Oldest Insurance Office in the world

FOUNDED A.D. 1710

BI-CENTENARY 1910

HOME OFFICE: LONDON, ENGLAND

Canadian Branch, Sun Building, Toronto, H. M. Blackburn, Manager.

AGENTS WANTED IN UNREPRESENTED DISTRICTS

We Cordially Invite All Implement Dealers

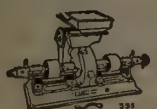
To make us a visit during the Winnipeg Bonspiel. Every courtesy will be extended to ensure a pleasant visit. There are a number of points about our specialties that we want you to see. Our line will sell at a good profit and repeat.

DON'T FAIL TO CALL AND SEE US.

"NO ONE CAN GIVE YOU A BETTER DEAL."

John Watson Mfg. Co.
LIMITED

WINNIPEG



THE LARGEST LINE OF GRINDERS IN CANADA

In sizes to suit any power. These cuts show three classes.

549, for use on the Farm. Three sizes.

550, Farm use or Custom Work (stationary or for moving from place to place).

551, Attrition Mills for Elevators, Custom Mills, etc. Finest work and greatest capacity. We have just what you need in these "Rapid-Easy" Grinders—which do more work with same power than others. Information, circulars, etc., upon request.

Sole Agents:

JOHN DEERE PLOW CO. Ltd.

Winnipeg, Regina, Saskatoon, Edmonton, Calgary.

J. FLEURY'S SONS, Aurora, Ontario, Canada

THE "FLORENCE" WOOD PUMP



Is far in advance of all other pumps. Being made of Tennessee poplar, the Florence Pump will not taint water like spruce, pine or other wood, and each pump and each piece of tubing is tested to 60 lbs. pressure.

"Florence Pump" is the Leader and "Best by Test"

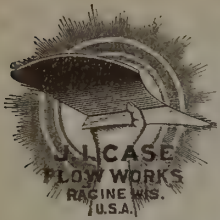
Among other lines we handle "Melotte" Cream Separators, "Ideal" Iron Pumps and "Ideal" Gasoline Engines, Etc.

Call and see us if in the City or write for particulars.

MELOTTE CREAM SEPARATOR CO., LTD.

312 Ross Ave., WINNIPEG.

CALGARY.



Do You want to Control the Plow Trade in your Territory?

Be assured at once this is no idle question.

Many dealers **do** control the Plow Trade in their locality and they do so with the **J. I. CASE** Walking, Sulky and Gang (2 and 3 bottoms) Plows.

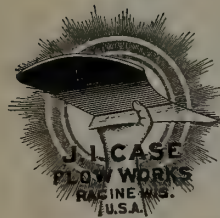
There's a reason—a very good reason.

The reason is—J. I. Case Plows themselves. They possess more really vital points of advantage than any others—features that make for better and easier work—features that have more influence in advertising and selling the plows than anything we or you can say.

How about it?

The question is squarely up to **you**. We can help you solve it—just ask for Circulars Nos. 197 and 221.

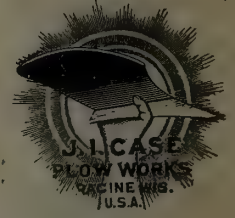
IF INTERESTED IN ENGINE PLOWS ASK FOR CIRCULAR No. 235.



General Agents :

THE HARMER IMPLEMENT CO., Winnipeg, Man.

J. I. CASE PLOW WORKS, Racine, Wis.



The 1910

Cadillac

LARGER ENGINE

LARGER TONNEAU

LARGER TIRES

LARGER WHEELS

MORE POWER

MORE ROOM

LONGER WHEEL BASE

INCREASED EFFICIENCY

TWO NEW IGNITION SYSTEMS

GREATER HILL CLIMBING ABILITY

**THREE
BEAUTIFUL CADILLAC MODELS**

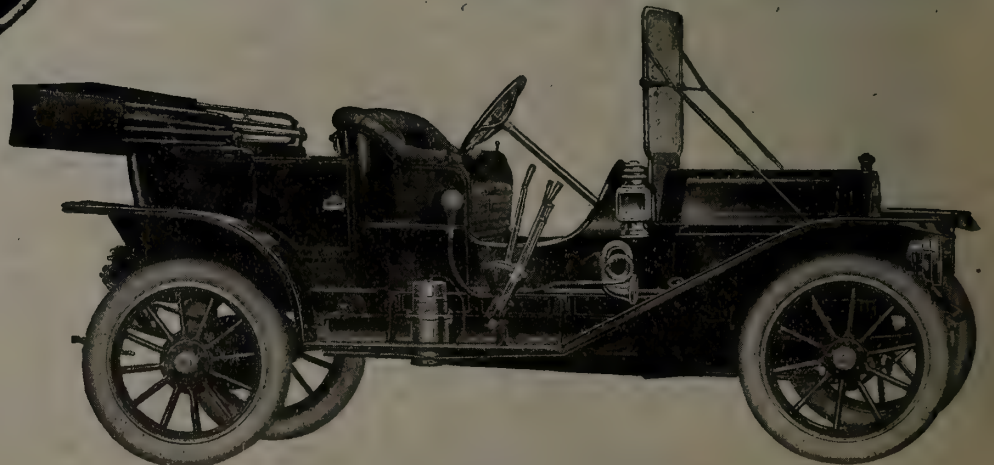
See us during Bonspiel.

We will be pleased to give you a demonstration.

Some territory open for good live agents.

Also Agents for Franklin Air-Cooled and Babcock Electric cars.

Agents for Manitoba, Saskatchewan and Alberta.



Cadillac Demi-Tonneau

Winnipeg Garage Limited

310 Donald Street
Next Door to Clarendon
Hotel.



Which Will You Take?

No Discount

or

8 $\frac{1}{3}$ % Discount

Some manufacturers are insisting upon your buying Sisal Twine, price 7.50, no discount.

We are advising you to buy something better which in effect will show you a discount on your twine bills of from 6% to 8 $\frac{1}{3}$ % as you may elect. What would the world think of a dealer who wouldn't discount his bill 8% when he had a chance?

Twine is cheap or dear according to the number of sheaves it will tie. 50,000 feet of Manila Twine will tie as many sheaves as 50,000 feet of Sisal (to say nothing of doing better work). To see which is cheaper look at the following quotations for 50,000 feet of each grade. These figures are based on current pound prices:

500 ft.	-	-	-	\$7.50
550 ft.	-	-	-	\$7.04 $\frac{1}{2}$
600 ft.	-	-	-	\$6.87 $\frac{1}{2}$
650 ft.	-	-	-	\$6.92 $\frac{1}{4}$

Read this table carefully.

You are being offered Sisal twine at \$7.50 for 50,000 feet (100 lbs.). We are offering you better twine at prices ranging from 7.04 $\frac{1}{2}$ to 6.87 $\frac{1}{2}$ for the same quantity (50,000 feet). That is a discount from the Standard price of 6% to 8 $\frac{1}{3}$ %.

Which will you have? We will furnish any grade wanted, but you must make the decision.

Don't be confused by all the foolishness which is being said and printed about twine and about the Plymouth Cordage Company.

Better twine at lower prices is what settles the matter.

*If you want some interesting reading, send quick for our circular
"The Deadly Parallel, or Why Did They Change?"*

PLYMOUTH CORDAGE CO. - - - North Plymouth, Mass.

CANADIAN DISTRIBUTING AGENTS:

W. G. McMahon **Hobbs Hardware Co.**

(REPRESENTING LINDSAY BROS.)

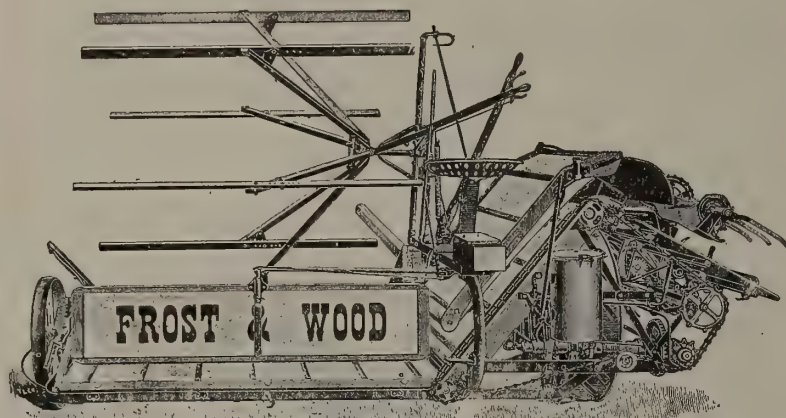
WINNIPEG, MAN.

TORONTO, ONT.

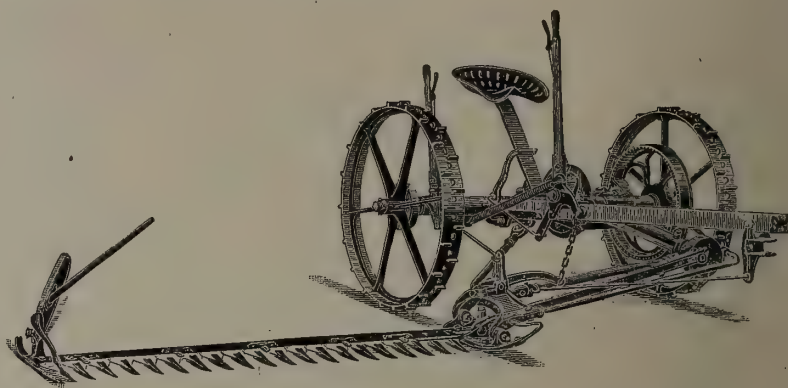
Frost & Wood

POPULAR FARM MACHINERY

Here's a line of Farm Machinery that is easy to sell because farmers know by experience that it will do their work satisfactorily, and they will have no other kind if they can get **Frost & Wood**. That fact, together with the assistance of an aggressive advertising campaign in all the farm papers is bound to make the business of the dealers who sell **Frost & Wood** machines most profitable. Are you one of them? If not, it may not be too late to get our contract for your territory.



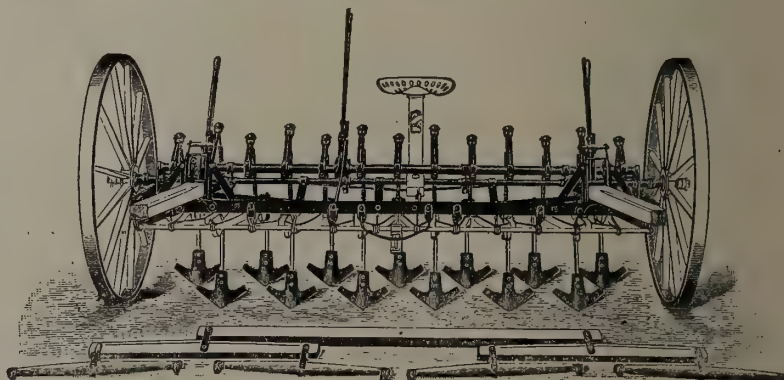
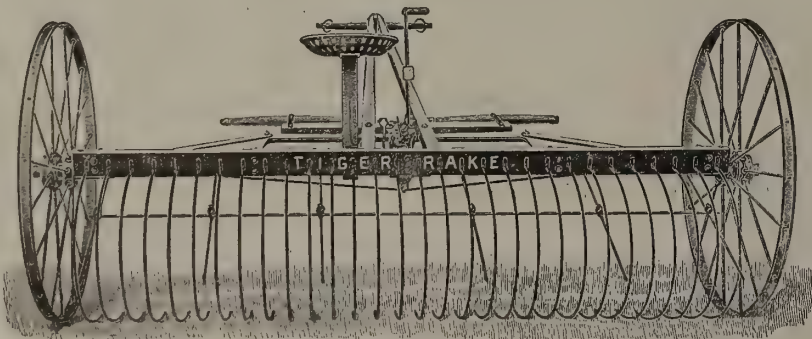
Frost & Wood Binders are built in 5ft., 6ft., 7ft. and 8ft. widths. They have been used in Western crops for a great many years and have proven by their work in the field that they are capable of cutting and tying the lightest or the heaviest crops into which they may be put to work. These Binders have the reputation of being the lightest draft machines on the market. That feature, together with a strong and rigid construction, correct design and the best of materials insures satisfaction to your customers. Let us send you copies of the opinions of some of Western Canada's best farmers who have used Frost & Wood Binders for years.



Frost & Wood Mowers are built in a variety of sizes from 3ft 6in. cut up to a 7ft. cut. They are all built on the **Internal Gear Principle**—by that we mean that the large Gear Wheel on the Main Drive Wheel folds over and travels in the same direction as the Small Pinion which drives the Crank Shaft. The advantage of this arrangement of gears lies in the fact that there is absolutely no lost motion between the Drive Wheel and the Knife. You can drop the Bar anywhere, start the team and the Knives will begin cutting—no "flying start" needed.

Harvesting and Seeding Machines.

The Hay Loaders, Side Delivery and Sulky Rakes manufactured by us have been harvesting the hay crops on the farms of Canada's best and most prosperous farmers for many years. Investigate this line closely and you will find that it will not be hard to convince your customers that the use of these machines would save them a great deal of hard labor and at the same time permit of the saving of their hay in unsettled weather.



We have prepared a special catalogue illustrating and describing our full line of machines for Western trade and have also separate pamphlets going into further details of individual machines. We will be glad to send you copies of each of these and to answer promptly any questions about our line upon which you may want further information.

SOLE SELLING AGENTS IN WESTERN CANADA

Cockshutt Plow Co. Limited

WINNIPEG

CALGARY

REGINA

EDMONTON

SASKATOON

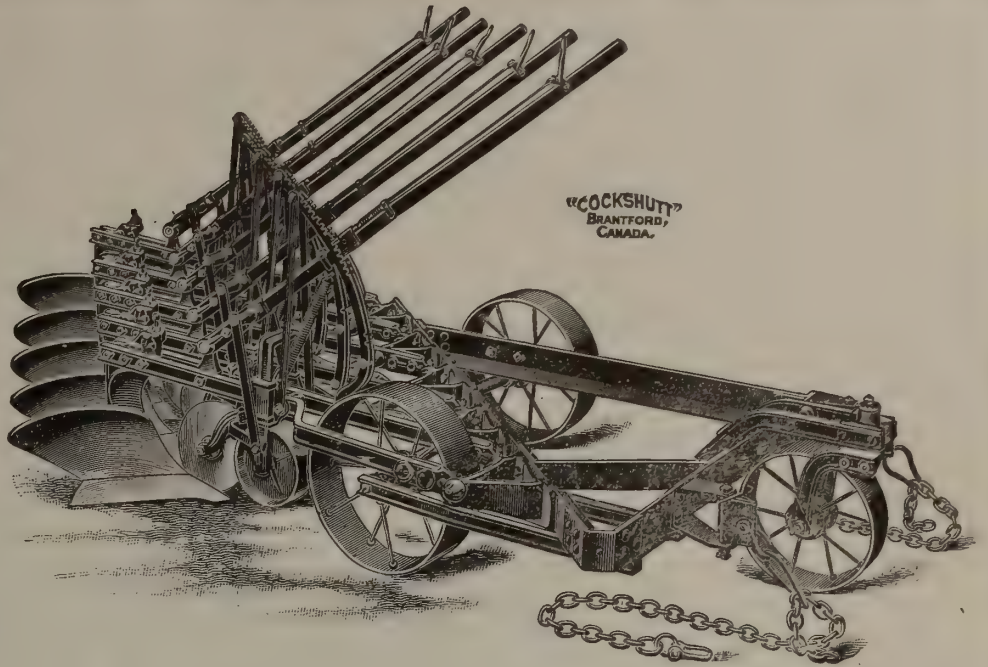
COCKSHUTT ENGINE GANG

Still the original and only engine gang that has demonstrated itself to be a thorough success under every condition.

OVER 800 IN USE
in Western Canada alone.

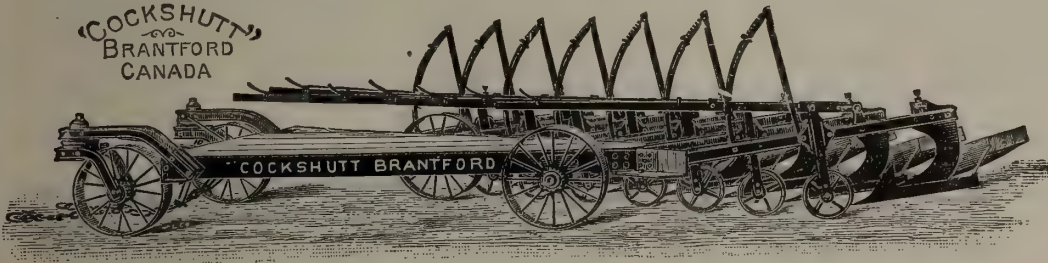
Every Customer Satisfied and Enthusiastic.

Don't Try a Costly Experiment;
Sell what you **KNOW** is Successful.



Five Furrow Engine Gang for Gasoline Tractors. Equipped with stubble bottoms and swivel rolling colters, (wood platform detached to show construction).

Seven Furrow Engine Gang. Equipped with breaker bottoms, fin cutters and extra shares, or stubble bottoms and swivel rolling colters. Also made in 6, 8, 10, and 12 furrow sizes.



Wonder Grain Cleaner

Improved Construction, 1910 Model
Latest and Best.

The **ONE** positive success in separating Wild Oats from Wheat and Barley.

The only Mill on the market with both **LOWER** and **Upper Screens** made of Zinc (15 Sieves in all).

The gang of **FIVE ZINC SCREENS** used in the upper shoe for wheat (the top sieve covered with oil cloth) makes it practically impossible for the oats to pass through with the wheat.

The special construction of the sieves is carried out with the effect always in view of retaining the **FLAT** position of the wild oats so they will not go through the round sieve holes with the wheat. This end has been perfectly attained, and the operation of the sieves is invariable. The upper shoe sieves range shorter and shorter, and those oats that happen to go through with the wheat fall on blank iron and **start off in a flat position** which lessens the chance of their going through the lower screens before they are out on the tail-board. As their passage over the screens is shorter each time, they are eventually screened out.

Unlike other makes the "Wonder" includes a gang of four upper shoe zinc barley screens in its regular equipment (no extras). It is an important advantage that this special barley gang can be used for cleaning abnormally large wheat.

We cannot do justice to the many ingenious devices introduced into this machine in a brief notice. Write us at once for our **detailed** printed matter, giving the fullest particulars. Five minutes' inspection of the "**Wonder**" doing its work would convince you that here indeed is a cleaner that will **clean perfectly**.

Made in two sizes: No. 2, screens 32 in. wide; No. 1, screens 24 in. wide. We recommend the large size mill (No. 2), as its capacity is much larger, and it is quite easy to handle. Our 1910 Bagger is most practicable and of large capacity.



COCKSHUTT PLOW CO., LTD.

WINNIPEG

REGINA

CALGARY

SASKATOON

EDMONTON

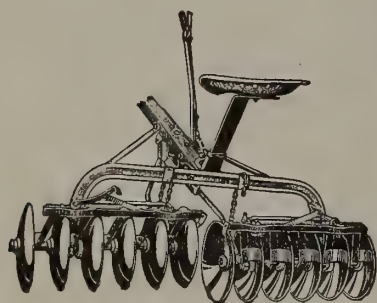
Sell Cockshutt Implements

Farmers Know they are Successful.

THE dealer who handles Cockshutt Implements is always a busy man. His sales are always on the increase and his customers are always satisfied. With big spaces in all the important agricultural papers throughout Canada, we are telling the farmer the truth about our implements. We are creating the demand, Cockshutt quality is keeping it up and increasing it everywhere.

We illustrate in this advertisement three of our big sellers; read a few of their good features, then drop us a line and let us show you what it means to be a Cockshutt dealer. Write us to-day.

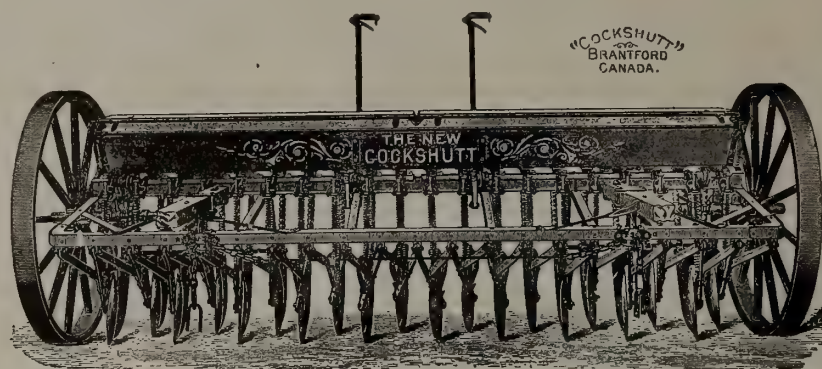
**No. 4 In-throw
Disc Harrow**



Before commencing the manufacture of this new In-throw Disc Harrow, we noted all the merits and defects of other In-throw disc harrows and we have combined in this one all good features, with many of our own which we have proven to be beneficial. The frame is made of channel bar steel—strong enough to stand the strain under all conditions. Notice how the braces are set on this harrow—also how convenient the lever for setting the harrow to cut at any desired angle. Notice the chains attached to the beam for regulating the depth of the harrow and preventing it from going too deep at inner end when harrow is set at full angle. Oil is conveyed to the bearings by tubes running from top of scraper holders, keeping the bearings dust-proof and making them last longer.

Steel balls, accurately turned and perfectly polished, run in chilled bearings—this relieves end thrust of sections and makes draft very light. Cast balls (commonly used) soon wear flat on one side and bearings then become useless. With a touch of the foot, scrapers can be set to clean the harrow in heavy or sticky soils. Notice the shape of the discs—they are made to cut and turn all the soil. This is not only the best looking disc harrow, but the best working disc harrow—examine it.

We also manufacture No. 1 Out-throw Disc Harrow, which is our best known style, and No. 3 and No. 4 Disc Harrows—the latter equipped with Spring Pressure. All can be furnished with Pole Truck. Send for Special Harrow Catalogue.



COCKSHUTT DISC DRILL

Frame is made of high carbon angle steel, very tough and strong. Corners are reinforced by heavy malleable castings and steel corner braces. Heavy I beam runs whole width of machine. Extra strong castings to carry pressure bar and axle are rivetted to the frame, not bolted. For this reason, they are better adapted to rough land. Cockshutt frame affords a very substantial foundation for machine.

Grain boots never touch discs—gradually increasing space between boots and discs from bottom to top prevents weeds and trash clogging mechanism. Grain follows down closed boot to bottom of furrow and is always sown perfectly at uniform depth.

Disc Bearings are absolutely dust proof and each disc chamber is filled with the best hard oil before leaving our factory, sufficient to last a whole season. This Cockshutt oiling device is positively the best on the market.

Scrapers are so arranged that no matter how wet or sticky the soil is, discs are always perfectly clean.

Cockshutt Seeder has positive force feed, sows every kind of grain accurately without damaging a single kernel. Indicator pointer—controlled by tempered steel coiled spring—indicates movement of feed in full view of operator. Grain box is made of choice lumber and fits perfectly at all points. Capacity of 20 shoe grain box—4 bushels—other sizes in proportion to length of box. Box covers (made in two parts) have automatic lock, operated by one hand, locking cover up or down. Metal bridges between feed cups ensure grain being sown at same rate per acre all the time.

Lever Harrow



Each section of this new Lever Harrow has 30 diamond shaped teeth—each tooth having two cutting edges. These teeth are securely fastened by malleable iron clips with special T head bolts that prevent slipping or wobbling. The teeth bars are made of high carbon steel of maximum strength. The lever ratchet is fitted on a swinging arm to give an extra wide range of adjustment, so that teeth can be slanted to meet all surface conditions. By pulling the lever, four teeth are slanted to act as runners and the sections then skid along easily. This Harrow need not be carried on a wagon from field to field or along the road—a great convenience. The levers enable the driver to clear the teeth of trash or slope them at any angle with the soil to pulverize, cut deep or smooth, without stopping the team. The exceptional strength and flexibility of this Harrow is not found in any other make.

Sell Cockshutt Implements—It Pays.

COCKSHUTT

**PLOW COMPANY,
LIMITED,**

WINNIPEG

Regina

Calgary

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Saskatoon

Edmonton

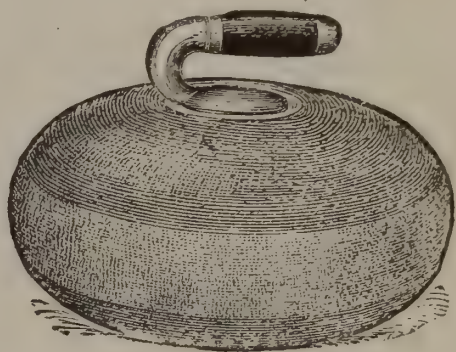
CANADIAN FARM IMPLEMENTS

Vol. VI., No. 2

WINNIPEG, MAN., FEBRUARY, 1910.

SUBSCRIPTION PRICE IN CANADA } Per Year, \$1.00
Per Copy, 10c.

To Visiting Curlers.



The frost is i' the air, Jock,
The snaw cam's skirlin' doon;
The lochs wull soon be froze, Jock,
On the ootskairts o' the toon.
We ha'ed oor gowf a' simmer
On mony bonny links,
But that's a stoopit game, Jock,
Tae kerlin' on the rinks.

It warms a body's hairt, Jock,
The singin' o' the stane
When Davis is drawn oop to try
Con-clusions wi' Maclean.
An' ilka 'nither lad, Jock,
In his Glengarry cap,
Wull be layin' doon the pat lid
An' fechtin' for the tap.

A'm growin' rayther auld, Jock,
The creak is in me banes,
But still I haud me ain, Jock,
Wi' besom and wi' stanes.
So when the ice is keen, Jock,
An' winds cam wi' a nip,
Ye'll fin' among the kerlin' bairns
Mesel, Macpherson, skip.

—Chicago Tribune



Organize! Organize! Organize!

It was but a few years ago that we saw an almost unknown young man addressing a number of miners—a short and rather nervously delivered speech which concluded with the repetition of the word “organize,” as it appears at the head of this article. The advice was taken, with the result that the miners to-day command the political situation in the community, while the speaker is known as the First Lord of the Admiralty of Great Britain. One would naturally think that it is rather late in the day to speak of the advantages and benefits of organization. But, obviously, such is not the case. The principle is, however, universally recognized.

There is no phase of society, in its varied aspects, such as political, educational, religious, commercial, scientific, artistic and the other innumerable movements that go to constitute the various human interests of which the world is made up to which the principle of co-operative organization is not applied.

From the constitution of an empire to the constitution of the home life, it is utilized for the general advantage of those whom it includes.

It is not surprising that Canadian farm implement dealers should in due course feel the need of combination. The surprise is that such an obvious need was left aside for so long.

The men engaged in the business are the very medium through whom is spread the light of applied science. They are recognized as such by the deferential respect and esteem in which they are held in

the various towns and cities in which they reside.

It follows, by the very nature of the calling, that it should be one of the most profitable and pleasant of all businesses. But such is not the case owing to the unjudicious practices of many engaged in it. We do not attribute all the drawbacks of the business to black sheep that are connected with it. Many of the grievances complained of are due to outside influences which can only be combatted by collective effort.

Nevertheless, it is undoubtedly true that many evils are due to the unwise and indiscreet methods for which the dealer alone is responsible. For instance: Dealers trading in old machines, over stocking, selling on next year's terms, trespassing on each other's territory, underselling, etc. Of course, those are evils to be distinguished from, and quite independent of outside evils and impositions of corporations, etc.

Members of the retail trade had contended with difficulty against the machinations of the price-cutter, the corner blacksmith and the livery man. It is inconceivable to imagine why the retail implement dealers have tarried so long without making a collective effort to counteract the evils which beset their paths.

Many a dealer, who went under owing to certain adverse elements in the trade, could easily have been saved to the business, and the adverse elements neutralized if he had had at his back a strong organization.

But, fortunately, it was not to be forever thus. About two years ago a few of the more public-spirited of those connected with the trade met at Pilot Mound, Manitoba, put their heads together and dis-

cussed the evils under which the farm implement dealer in general suffered. That there were evils was indisputable, and the remedy to be applied only too palpable to need much discussion. It meant organization, or, nothing at all. And, organization it was, with the result that, to-day, there exists the “Interprovincial Retail Implement Dealers' Association”. It has had just one annual and one general meeting, but who can sufficiently estimate its value, even if that were the beginning and end of the organization? A perusal of the March and August, 1909, issues of this paper recalls the profitable time spent at those meetings. The hours were weighted with gold, as far as the value of the things learned for the common good of the trade was concerned. Apart from the public discussion of questions which arose from that interesting innovation—“the question box,” and also the addresses given by men who were more qualified to speak on the questions dealt with—all of which were of vital interest to the trade—than any to be found in Canada, the private interchange of ideas proved an endless source of enlightenment, smoothed many a rough place, caused perhaps, by too strenuous competition which had previously existed, dispelled many a misconception as to the true methods of conducting business which had been employed and—what was not the least beneficent of the many good results—an occasional dealer had the pleasure of finding out that his rival was really a pleasant sort of fellow, after all.

We have never ceased to emphasize that the goods mainly handled by members of the association are

used by a class which has received the greatest share of the prevailing prosperity of the country. The irony of the situation lies in the fact that the implement dealers who are essential to the farmer's success, and who have contributed no small share towards that success, have not received an adequate, or even reasonable share of the good things going. The reason for this state of things is not far to seek. What should have been the most remunerative class of business in the Dominion has not proven so to the extent desired, owing to the absence of combined effort on the part of those chiefly concerned. Thus, profits have been kept to the lowest possible margin, owing to competition, freight charges, labor expenses, and numerous other causes which it is the avowed object of the retail implement dealers' associations to remove.

The aim, then, of this article is directed more especially to the benefits of organization as they affect the retail implement dealer with the belief that such will successfully remove the evils which have been allowed to creep into the business.

Not that sympathy may not be extended to the man who by force of circumstances has resorted to reducing his prices in order to keep his business going, regardless of its ultimate consequences. To save himself from himself, such a man should be the most eager to join an organization which has the sole object of removing the evils, and the evil influences, which, so far, have been the very bane of his business existence.

The co-operation of wholesalers and manufacturers has, to a considerable extent, been already secured; and why not? Their interests are in many ways identical with those of the retail dealer. But the whole-hearted co-operation of the wholesaler will not be obtained until the retailers will themselves be whole-hearted in the movement.

Not a single one of us should lag behind in this movement, but shoulder to shoulder we should go on our forward march. Therein lies success.

Not content with accepting only the crumbs that fall from the great Western harvest table, but Oliver Twist-like, we should “ask for more”, and with the farmer, enjoy the benefits of the country's prosperous days; because the lean day will arrive, which we hope, may be far distant, when we shall feel the blight together but with the satis-

MR. DEALER: INCREASE YOUR PROFITS FOR 1910

Secure the agency for the easy selling Manitoba Line.

GASOLINE ENGINES (in all sizes) **Stationary, Portable and Traction.**

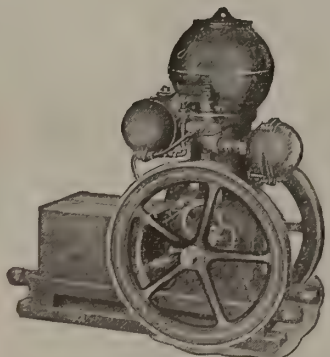
WINDMILLS—Steel power and pumping, sizes suitable for all conditions.

GRAIN GRINDERS, Steel Saw Frames.
Wood and iron Pumps, single and double acting.

Sell the goods made in the West.

A large addition to our factory will enable us to double our output for this season.

Write for agency contracts and dealers' prices.



7 H. P. Hopper-cooled Vertical Engine



THE MANITOBA WINDMILL & PUMP CO., LTD.

BOX 301,

BRANDON, MAN.

faction of knowing that when the harvest was plentiful we toiled and reaped together.

Our last word is to the dealer who still lags behind, but who wishes to bring to a reality the edifice upon which his thoughts fondly lingered at the outset of his business career:— That word is "Organize". Join your organization. It would be worth while if it only brought you the satisfaction of having helped to establish a movement which had for its object the betterment of your fellow dealers and the amelioration of many evils to which the trade is subject.

How to Treat the Travellers.

There are innumerable reasons why dealers should cultivate the friendship of the "knight of the road".

It is of course very often possible that in the busy season, when occupied with a rush of business matters, that time will not permit of general conversation with travellers, or anyone else, with whom it is not possible to make a deal. But when conditions are favorable, the dealer should not fail to avail himself of

the opportunity, which conversation with the traveller presents, of adding to his store of useful information.

One good reason why you should chum with the travelling man is that he keeps you up-to-date. He comes from the great industrial and manufacturing centres and is in touch with all that is latest in the development of farm machinery. He will often give you pointers long before they would reach you through the medium of the press. Again, items like changes in the personnel of the various concerns covering the implement trade are always of interest to the live dealer.

There are scores of ways in which the dealer may with advantage to himself encourage the friendship of the man on the road, on the other hand the very affability of the traveller discloses a trait in his character which may prove very useful, or dangerous, as the case may be.

The dealer, to whom he has narrated all the little characteristics of his competitors in the same line, some of whom he has declared to be jolly good fellows, others being favored with a far from complimentary description,

will in turn have a character sketch of himself passed along.

So, to sum up the position is this: The very reputation of a dealer depends very much upon the estimate which the road-man places upon him — and this reputation quickly spreads among the men on the road, and often extends to the heads of firms and wholesale houses. The very credit of a small dealer may be impaired by the way he receives a traveller.

The road man may not have the line required; well, tell him so pleasantly — and allow him to go away cheerfully. The very next

man he meets on his journey may have the very line wanted. It is therefore to the dealer's advantage that traveller number one should have pleasant recollections of his treatment at the dealer's hands, for he will send his brother of the road right along to attend to the business.

Very often the traveller does not himself realize the value of the items of news which he is so ready to dispose of freely and gratis, but the astute tradesman, who knows a good thing when he hears it, will often be able to turn tips heard in the course of incidental conversation, into solid coin of the realm. So be good to the "knight of the grip."

Planet Jr. 2-row Cultivator

The Planet Jr No 72 two-row Pivot-Wheel Cultivator, Plow, Furrower and Ridger is the greatest implement ever invented for saving time and money on large crops.



Works two rows at one passage, all widths from 28 to 44 inches,—and what's more, works crooked rows, and rows of irregular width; and surprises everyone in check-rows. Cultivates crops up to 5 feet high. Covers two furrows of manure, potatoes or seed at a time. Never leaves open furrows next to plants. The Planet Jr is designed and built by a practical farmer and manufacturer. It simplifies the work and prepares for big results. Strong, compact and lasting. Fully guaranteed.

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Disc Harrows
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Incorporated

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Always have held first place

There is a good reason

They meet every
requirement.

GRAIN DRILLS

COST EDUCATIONAL ASSOCIATION ORGANIZED.

In our last issue we referred to a meeting to be held in Kansas City, Mo., to organize an association for the purpose of educating the wholesaler and retailer in the problem of Cost Accounting and putting their business as a whole on a better basis.

The meeting was held on Tuesday evening, Jan. 11, in the Italian room of the Baltimore Hotel.

On nomination of Harry Mead, E. W. McCullough, of Chicago, was unanimously chosen chairman of the meeting. W. A. Jones, of Kansas City, was elected secretary.

Chairman McCullough read the report which was presented to the National Federation at its meeting in Chicago in October, both of which have been published in the trade papers.

The question was then thrown open for discussion. J. A. Craig, president of the National Plow Manufacturers' Association, spoke of the marked lack of knowledge among retailers of the cost of doing business, which results in ruinous prices. He thought the retail dealers' associations, and especially the Federation, should take hold of the matter, otherwise it would get

into private hands and create distrust. The work of the trade papers, he said, has been one of the most effective campaigns ever conducted, but probably not more than half of the forty thousand dealers read them; the other half must be reached in some other way. There must be a permanent organization, with a secretary to carry on the work. Such an organization can be formed and financed that will put the business on the basis where we will all make more money.

Harry Mead, of Wichita, thought the Federation did not give the subject the consideration it should have. The dealers should bear their share of the expense and work.

Mr. Cochran said he had advocated this matter five years ago. He favored raising the dues of the association sufficiently to maintain a secretary and assistant secretary to go over the territory and educate the dealers.

Chairman McCullough suggested the election of an executive committee consisting of one dealer from the Western, one from the Minnesota and one from the Iowa asso-

ciation; three from the manufacturers—say, implement, wagon and carriage manufacturers—one representative jobber from Kansas City, one from Omaha and one from Minneapolis; three trade paper men, and three representative travellers—fifteen members in all—to serve in an advisory capacity.

A general discussion followed, all the speakers being favorable to the idea of a cost accounting campaign, although some of the members were inclined to feel that the experiment had better begin with the Western Association.

On motion of Mr. Craig, the chairman appointed a special committee to present recommendations. The chairman appointed Messrs. Craig, Moses, Mead, Kinney and Day, and on the insistence of the committee was himself added to that committee. When the committee retired, Mr. Gossard was called to the chair and the discussion continued. Returning, the committee, through Chairman Craig, reported the following resolutions:

"Resolved, That a permanent chairman and treasurer be elected, also an executive committee, to consist of three members, respectively, from the retail dealers, manufacturers, jobbers, trade papers and travellers, which body shall adopt rules and regulations for the organization and assess the amount of dues to be raised for carrying on the work of education; and also to elect their own secretary. The committee further recommended the following officers and committee-men:

Permanent Chairman — E. W. McCullough, of Chicago, Secretary National Wagon Manufacturers' Association.

Treasurer—R. B. Lourie, Moline, Ill., of Deere and Mansur Co.

Dealers—Harry Mead, Wichita, Kan.; C. M. Johnson, Rush City, Minn.; J. R. Vaughan, Waterloo, Ia.

Manufacturers—H. M. Kinney, Winona, Minn., of the Winona Wagon Co.; C. C. Hull, Connersville, Ind., of the Connersville Buggy Co.; J. A. Craig, Janesville, Wis., of the Janesville Manufacturing Co.

Jobbers—E. A. Hatfield, Omaha; W. L. Day, Kansas City; A. J. Dean, Minneapolis.

Trade Papers—W. A. Jones, Kansas City, of the Weekly Implement Trade Journal; C. A. Lukens, Chicago, of Farm Implement News; F. E. Goodwin, St. Louis, of Farm Machinery.

On motion, duly seconded, the gentlemen recommended were chosen as permanent officers and board of the association.

Mr. Craig said that one hundred or more of the manufacturers would be asked for the money, which would immediately be forthcoming, and the committee would raise a permanent fund for carrying on the work. Mr. Craig moved to recommend to the various organizations that they continue their efforts until the committee shall get its plans completed. Carried.

After some discussion of various suggestions, the name adopted for the new association, by unanimous vote, was the "Cost Educational Association."

There was considerable discussion later among the members of the Western association favorable to raising the dues of the association.

On motion of Mr. Craig, a vote of thanks was tendered to Mr. McCullough and to the National Wagon Manufacturers' Association for the work already done, after which the meeting adjourned.

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Capital and Surplus \$1,500,000.

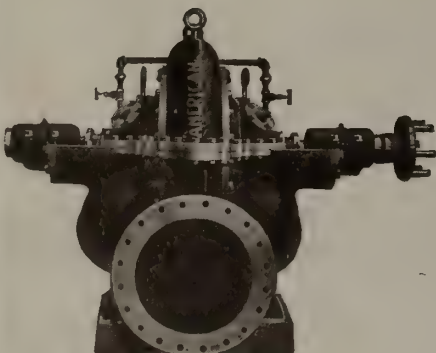
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is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198 page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

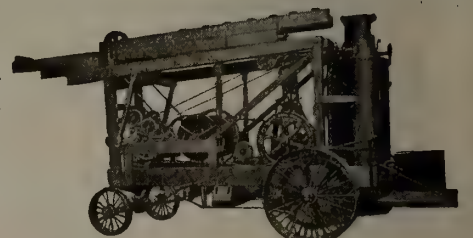
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Agents wanted in all unoccupied territory.

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—The Philosopher of Metal Town—

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On the farm "Metallic" as a siding and roofing for the implement shed, granary and barn is unequalled, and can be very profitably handled by implement dealers. Get measurements of the building and send to us—we will be glad to give estimates of the complete cost.

"Eastlake" Metallic Shingles

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"Metallic" Portable Granaries

You should have our new Catalogue, No. 80, containing much information on Metallic Buildings Materials.

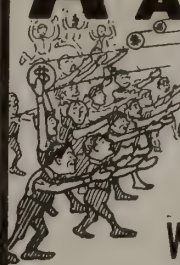
Write for it.

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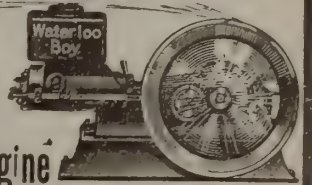
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WATERLOO BOY GASOLINE ENGINES ARE SOLD ONLY THROUGH DEALERS. CATALOGUE HOUSES CANNOT SELL WATERLOO BOY ENGINES. THEY CANNOT SELL THEM UNDER ANY OTHER NAME. FOR WE WILL NOT SUPPLY THEM.

Waterloo Boy Engines are advertised engines. We keep the name "Waterloo Boy" before the farmers constantly in all of the best farm papers. We refer all enquiries to you. We protect you in the territory assigned you. That is why the Waterloo Boy will win the fight for you, no matter how fierce the catalogue house competition may be.

THE FIVE YEAR GUARANTEE WE FURNISH WITH EVERY WATERLOO BOY ENGINE MAKES THEM EASY TO SELL. THE PRICES AND TERMS WE MAKE TO OUR DEALERS ENABLE THEM TO MAKE BIG PROFITS.

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WE HAVE SOMETHING SPECIAL THAT WE ARE OFFERING DEALERS RIGHT NOW THAT IS GETTING NEW DEALERS FOR US EVERY DAY. YOU OUGHT TO GET IN ON THIS AND GET YOUR SHARE OF THIS BUSINESS.

Write to-day for our catalogue and this special offer.

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La Crosse Impl. Co., Minneapolis, Minn.

(Gen. Agents for Mont.)

Reiersen Mch. Co., Portland, Oreg.

M. Johannes & Sons Impl. Co., Sedalia, Mo.

Weaver Hdw. Co., Rochester, N.Y.

Hewitt Mch. Co., San Francisco, Cal.

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Note how closely reel works to the guards.

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Investigate the Deering line. It comprises binders, mowers, reapers, hay rakes, hay loaders, side delivery rakes, hay stackers, disk harrows, smoothing harrows and spring-tooth harrows and drills.

The line is complete and every machine is equally trustworthy.

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U.S.A.

Tesla's Wireless Light.

Nikola Tesla, who has been at work on "wireless electric light" for twenty years, announces that he has practically brought it to a state of perfection. He says a plant for its production is now nearing completion at his laboratory on Long Island, according to a New York paper.

"It would be possible by my wireless transmitter of great power," said Mr. Tesla, "to light the entire United States. The current would pass into the air and, spreading in all directions, produce the effect of a strong aurora borealis. It would be a soft light, but sufficient to distinguish objects. Some day soon my idea will be carried out. I would like nothing better than to undertake to illuminate first the harbor of New York for a distance of, say, one hundred miles around.

"My present plan is to distribute this light from a central station, which is the most economical and also the best method of obtaining light of highest quality. My lamps will last forever, there being nothing in them to burn out. They are simply tubes or bulbs of glass

hermetically sealed and containing nothing but rarefied gas.

"One advantage is the economy of production, which is greater than in any other light so far obtained. Still another is the wonderful quality of the light, which resembles sunlight so closely that it cannot be distinguished from it. It is very smooth to the eye, being diffused. A great saving will be effected by wireless distribution. I am intending chiefly to supply isolated dwellings which cannot be conveniently reached by wires or lighted in any of the ways heretofore used.

"In this system of distribution there is absolutely no difference where the dwelling is located. The force of the current is the same. The plant consists of only a little transformer which could easily be carried in the pocket, and will be sufficient to light the whole house. The current may be conveyed to the individual lamps either by wires, or all wires might be dispensed with and the lights rendered portable."

The scientist then explained that the current thus created was a "vibrating" one and was convertible for other purposes.

"Among other things," said he, "the same current can be used to

carry the human voice or the telegraphic code. One plant will do all this without interference of one action with the other."

The Successful Pull

The surprising success of John Wanamaker is directly traceable to judicious and constant advertising. This successful man of business is of the opinion that if there is one business on earth that a quitter should leave severely alone, it is the advertising business. "To make a success of advertising," says Wanamaker, "one must be prepared to stick to it like a barnacle to the bottom of a ship. Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It is likened to a team pulling a heavy load. A thousand spasmodic, jerky pulls will not budge the load, while one-half the power exerted in steady effort will start and keep it moving." Enterprising, energetic and successful business men of the West all know the truth of John Wanamaker's words. These words of a merchant prince to business men are full of sage advice and real common sense, and should be inwardly digested by all Western dealers, for there is no pull without advertising—steady advertising, constant advertising, insistent and judicious advertising—advertising in your own local paper and every other medium through which it is possible to get the merits of your goods before probable buyers.

Evolution of Butter Making.

In years gone by Canadian butter had a rather poor reputation in foreign markets, a fact largely attributable to the former custom of storekeepers buying all grades of farm butter and reworking and packing it for shipment, and to the lack of knowledge in the art of buttermaking on the part of many makers of dairy butter. This was also true of some creamerymen, all of which resulted in a great variety of butter grades.

This was changed by the invention of the cream separator, which gave a great impetus to the butter-making industry and revolutionized the handling of milk and cream, and this in turn was followed by the different Provincial Departments of Agriculture establishing dairy schools which now supply the "long felt want" of skilled butter-makers for the creameries; thousands of young folks, also, on the farm, have taken the short course and they not only understand the scientific principles underlying successful buttermaking, but also the requirements of the foreign trade. These facts have brought about a slow but steady change for the better in the

WE'LL OPEN THE RECORD Of Sharples Cream Separator Sales.



WE firmly believe in straightforward advertising. We have often and frankly told you that Sharples Tubular Cream Separators probably replace more common separators every year than any one maker of such machines sells. We urge that as a reason why you should handle Tubulars.

Certain makers of disk-filled and other common separators, who have suffered the heaviest because of Tubular superiority, have tried in various ways to lessen the effect of our public statement of this fact. They have laboriously collected small piles of cheap, discarded separators—piles so largely made up of their own returned machines that they have broken the frames or otherwise confused the piles to hide the identity of the machines. They have resorted to all sorts of schemes to get a few Tubulars to add to these piles but have rarely succeeded in procuring more than two or three. By putting these two or three Tubulars on top of or in front of the heap—quite an unintentional compliment to Tubulars, as you will admit—they have sought to make it appear that users preferred their machines to Tubulars.

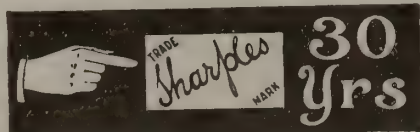
To end, once and for all, these ludicrous attempts to mislead, we make the following proposal to publish Tubular Sales:—

If any separator manufacturer will print the names and addresses of persons who have exchanged Tubulars for his machine during 1909—no matter where, how, or for what reason—we will guarantee to print a list at least ten times as long of people who have discarded his class of machine for Tubulars.

Now watch these bluffers dodge. They never attempt to meet The World's Best on facts. Tubulars are made by America's oldest separator concern. The manufacture of Tubulars is one of Canada's leading industries. Tubular sales exceed most, if not all, others combined. Dealers only. Heavy, effective advertising all the time. Write for information and ask to have a traveler call.



**Sharples Dairy
Tubular
The World's Best**



THE SHARPLES SEPARATOR CO.,
TORONTO, CAN. WINNIPEG, CAN.

Dealers and Farmers are cordially invited to make our Winnipeg office, cor. King and James Sts., their headquarters during Bonspiel week.

quality of Canadian home consumed and export butter.

There was a remarkable falling off in the volume of foreign business done from this country in dairy produce during the past season, the comparative smallness of the export figures of Canadian butter and cheese being mainly due to the largely increased home consumption, but another big factor which was in a measure responsible for the decrease was the active competition set up by New Zealand and Australia, which have made great advances during the past year in the British markets.

A striking development of the season, however, has been the large shipments of cream made by Canadians to the States, this latest departure having occurred since the new American tariff was put into force. Canadians have found it exceedingly profitable to ship their cream to the other side where, owing to the scarcity of milk, amounting in some districts to practically a famine, there has been an active demand for cream at high prices. The shipments of cream from this side have naturally had a marked effect on the Canadian market, such shipments this season being variously estimated as equivalent to from 15,000 to 25,000 packages of butter.

The great growth of the separator industry in Canada is evidenced by the elaborate displays that are to be seen nowadays at all exhibitions and agricultural shows—ample testimony of the rapid growth of an industry which, through its various inventions and improved appliances, has enabled

many a man to add considerably to his income.

Twenty, or even ten years ago one seldom if ever heard of a Canadian getting rich on the proceeds from his sale of milk, cream or butter. He simply couldn't, for there was not enough profit in a cow to make its keep much more than barely worth while.

The American annual income from dairy products now amounts to over \$800,000,000. And this enormous amount goes to fatten the bank accounts of hundreds of thousands of owners of dairy cows, many of whom ten or twenty years ago felt they could not afford to keep cows. And we attribute this wonderful increase in dairymen's dollars to the influence of the up-to-date cream

separator more than to all other causes combined.

It should be quite unnecessary to tell any dairyman today what a good cream separator will do for him. If he doesn't know by personal experience, he has seen one of his neighbors put his cows on a paying basis by the use of a cream separator. Separators not only save time, work and money, they make money for their owner and make his young stock thrive. Apropos of this latter fact, we might appropriately recall the words of Prof. Hunziker, of Purdue University, an authority on dairying, who wrote in a recent bulletin: "Where the milk is run through the separator after each milking, the separator skim-milk is of the highest possible feeding value for the

calves. It is perfectly fresh and sweet, and can be fed to the calves while still warm. It is generally conceded that separator skim-milk is worth about 25c per 100 lbs.

The general introduction of the hand separator on our Canadian farms has brought about a new system, and one which appeals strongly to the farmer. The milk is separated at the farm, and only the cream sent to the creamery. This means fresh, warm milk, ready at the right time for the young stock; no cooling, or souring of the milk nor expense in hauling a large quantity to the creamery before it gets over-ripe in warm weather.

A superintendent at one of the leading creameries was asked his candid opinion with regard to what

JUST PLAIN COMMON SENSE



It doesn't take an expert mechanical engineer to recognize the superiority of the Improved 1910 De Laval Cream Separator. Plain common sense will do that. Consider each and every part of the machine and not one single deceptive, freakish or nonsensical feature will be found.

At the top you find the De Laval seamless, sanitary, globe-shaped supply can—the most practical can ever designed for the purpose. Next comes the simple, compact, center-balanced De Laval separating bowl, extremely convenient to handle and washed as easily as a tea-cup. Inside the bowl you see the patented De Laval "Split-Wing-Disc" system of construction, which is common sense itself and today generally recognized as the only correct method of bowl construction. Next comes the bowl spindle, entirely separate and detached from the bowl, but which may be quickly and easily taken from the machine if desired. Supporting the bowl spindle, top and bottom, are the special De Laval bearings, ideally efficient and simple. Next you see the remarkably

simple De Laval gearing, consisting of only three wheels, which are so strong and so nicely adjusted that they are practically everlasting under daily use. You find no ball bearings or complicated nests of delicate gear wheels, and the whole machine may be completely unassembled by anyone within five minutes' time.

The frame of the De Laval is remarkably artistic and convenient. It has adjustable shelves for cream and skim-milk receptacles and a special drip shelf is a part of the frame, which prevents drippings of oil or milk from running to the floor. The base of the machine is open so that the floor may be kept clean. Inside and out the 1910 De Laval machine is the result of merely plain common mechanical sense.

Applications for contract will receive prompt attention.

THE DE LAVAL SEPARATOR CO.

Montreal

WINNIPEG

Vancouver

**GRAND
TRUNK
RAILWAY
SYSTEM**

**The Only
Double Track
Line**

Between
CHICAGO AND EASTERN CANADA
And the
DOUBLE TRACK ROUTE
TO NEW YORK.
Via Niagara Falls

Through Coaches and Pullman
Sleeping Cars.

Steamship Tickets, Cook's Tours,
Quebec S.S. Co.

Special Tours to the Mediterranean,
Bermudas and the West Indies.
For rates, reservations, time tables and
full information, apply to

A. E. DUFF

Genl. Agent Passenger Dept.
Phone Main 7098
260 Portage Ave., Winnipeg, Man.

separators had done for the dairy industry. He said they had great faith in the hand separator. The idea of installing them on the farm was first suggested to them in consequence of the heavy load that had to be carried by the producer of the raw material. Under the old system the farmer was forced to haul his milk over rough roads, sometimes a long distance, to a skimming station, in which, as a rule, he had a financial interest. Then he would wait until it came his turn to drive up to unload. After which there was another delay until the milk was skimmed. He could then drive around on the other side of the skimming station, and stick the end of a dirty rubber hose in a vat and draw his proportion of a conglomeration of vile, dirty skim-milk. He took this milk home, arriving with it more often than not long after the regular feeding hours.

But that was not all. The producer was forced to take an exceedingly low price for the butter-fat in this milk, because of the enormous expense required to conduct the skimming station. They believed that the system was wrong, and that the hand separator,

which enabled the man on the farm to skim, would not only remove the expense connected with the business, but would enable the creameryman to make a much better quality of butter. So far as their experience had proven, the deductions were correct in both instances.

So far as they were concerned, said the superintendent, the manner of carrying on this business was, first, to sell the separator outright. They handled a machine not only as a matter of convenience, but more particularly to assist them in the development of their business. As a rule, they sold the separator on time, usually one year. It was paid for monthly, out of a portion of the receipts for cream delivered. At present they had about 6,000 patrons, and during the season of the year when the largest amount of butter was made, they made a carload a day.

Most of the cream received came to them direct from individual shippers, who simply took it to the railroad station and consigned it to the creamery by express. The empty cans were then returned. The farmer had many advantages in handling his cream in that way. He now simply devoted the time he

formerly used to spend in straining his milk into crocks and then skimming it the next morning by hand, in running it through a separator. When that was done the work was complete, and the skim milk was fed directly to the calves and hogs, which thrive on it immensely. The cream was put in a receptacle ready to ship. When the can was full, advantage was taken of the time when the farmer could best be spared from work to deliver it at the railroad station. He was not dependent on any one market for the sale of his cream, and could send it to any one of five or six which were convenient. The producer was not compelled to take the cream to any particular train, and if it was convenient to go in the morning he went; if not, the journey was made in the evening.

Labor Conditions.

From a highly authentic source comes the prediction of a labor famine in Canada. To obtain the particulars needed, circular letters were sent to manufacturers throughout the Dominion. From the replies received it appears that 32 per cent. of the manufacturers require help at the present moment,

and this, considering that the winter puts a stop to a greater part of the outdoor work is rather a remarkable showing. The shortage is much more noticeable in the eastern provinces; in Ontario, for instance, 215 manufacturers require help. In Manitoba skilled labor is wanted in the iron-working trade, clothing and printing industries. In British Columbia the demand is for lumbermen, skilled and otherwise.

With the commencement of outdoor work in the spring there is every likelihood of a real labor famine.

Railway Commission Order.

Orders were issued recently by the Dominion Railway Commission, requiring the railway companies of the prairie provinces to provide, within six months' time, suitable buildings for the accommodation of passengers and freight at all flag stations where annual earnings total \$15,000, of which at least \$2,000 must be on inbound freight, and also requiring the appointment of temporary agents to receive and forward grain during the shipping season from September 15 to December 31, each year at all points in the West where the shipments last year reached 50,000 bushels.

FACTS ABOUT CREAM SEPARATORS FACTS

- First:**—A cream separator should run easy.
- Second:**—A cream separator should be easy to clean.
- Third:**—A cream separator should be simple.
- Fourth:**—A cream separator should last for years.
- Fifth:**—A cream separator should get all the cream.
- Sixth:**—A cream separator should be thoroughly sanitary.

As a dealer you cannot afford to handle a cream separator which does not meet ALL these requirements.

When you took up the sale of separators, or when you do, you aim to be THE separator man in your locality. That is just what you will be, if you handle separators which are right in all six points mentioned.

There is only one line of machines

THE EMPIRE LINE

of quality cream separators, which have passed the test with 100 per cent.

WE CAN PROVE IT.

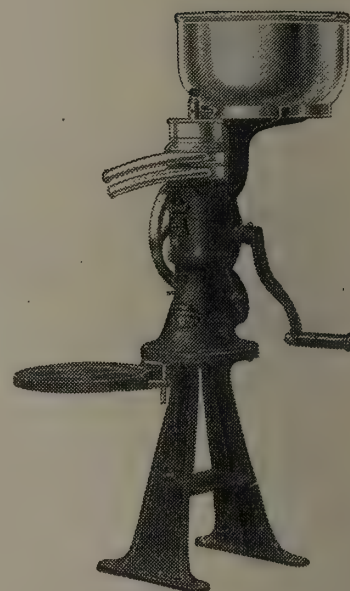
There are dollars and business for every dealer that gets this proof. Just address

Empire Cream Separator Company of Canada Ltd.

TORONTO

WINNIPEG

We should be glad to see you at our New Offices, 230 Princess Street, Winnipeg (Frost & Wood building) during Bonspiel.



Scientific Salesmanship.

Salesmanship is a science in itself. Occasionally one hears an implement dealer declare that he does not require education in salesmanship—that he is merely a machine, delivering the needed goods to the consumer and placing the money in the till, or the account upon a book. Successful dealers, however, know that such merchants either do not last long, or else do not make the most of their opportunities. The best dealers are not mechanical salesmen, but study the science of salesmanship quite as much as they do any other part of their business.

Salesmanship by machine methods is an ancient method. It is out

of date and out of place. Salesmanship in a store, to be successful, must be reduced to a science, just the same as Cost Accounting, and the study of mechanics and demonstration. Buying and selling must be worked out on a scientific basis. Then, and not until then, will the dealer carry on a business that will be satisfactory to him and to his customers.—*Farm Machinery.*

Automobiles are Profitable.

The implement dealer is the right and proper medium for handling automobiles in the country. Ample evidence to support the contention has been forthcoming at recent U.S. conventions.

A good many dealers are making a feature of the sale of automobiles and it has in most instances proved a satisfactory and profitable adjunct to their business. The dealers who have given their experiences at the conventions mentioned above have submitted figures which admit of no question as they are incontrovertible.

A rather surprising fact is that dealers have been able to a great extent to get cash for cars. Considering the disposition of the average farmer to get as much credit as possible on his implement deals one would imagine the comparatively high price of the automobile would make it difficult for the dealer to dispose of except on extended terms. But dealers who have read convention reports will have dis-

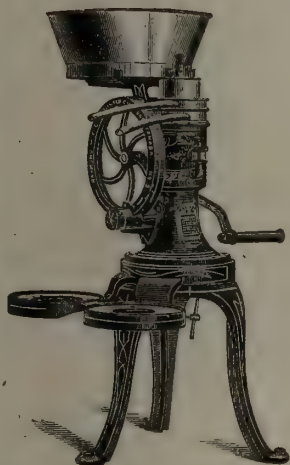
covered that sales have invariably been made for cash.

There is a prevalent belief that the farmers as a whole are prejudiced against motor cars. This feeling may have existed, but is rapidly disappearing, and, like the old prejudice against railroads, it cannot last long in the face of the advantages derived. Many farmers who were opposed to the auto and showed a disposition to claim all the road or otherwise make it unpleasant for the auto-driver are now themselves owners, or would-be owners of cars.

Now is the time for the dealer to get into the automobile trade. Remember the opportunities of today will before long mean large profits for someone in almost every district throughout the country. Had you not better get in on the ground floor?

They Get the Trade THE RAYMOND LINES

FOR PROFIT AND REPUTATION

**NATIONAL CREAM SEPARATORS**

Sold by the best Dealers, used by the best Dairymen and Farmers who know. A high grade Separator for a high class trade.

If in the City at Bonspiel call and see us or write for Agents' Terms and Catalogues.

RAYMOND SEWING MACHINES

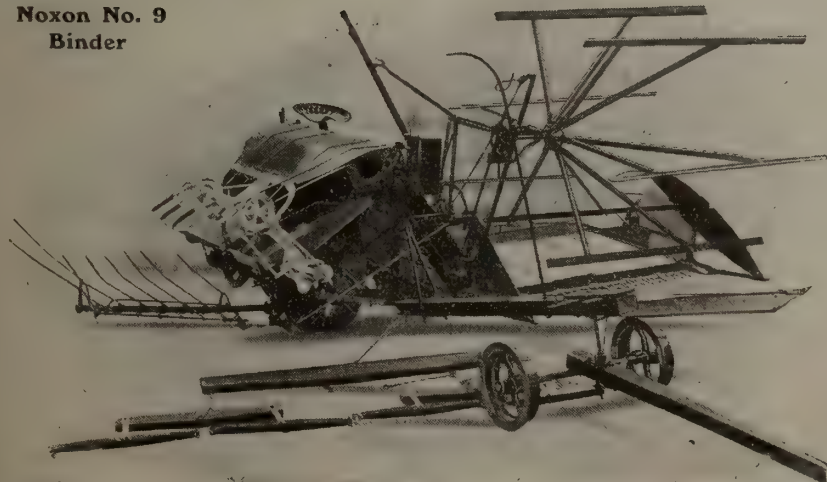
for over half a century have held the lead. To sell a Raymond is to gain a satisfied customer and a good profit.

THE RAYMOND STANDS THE TEST OF
TIME

Raymond Manufacturing Co., Ltd., of Guelph
312 Donald Street, WINNIPEG

NOXON Binders, Mowers, Rakes

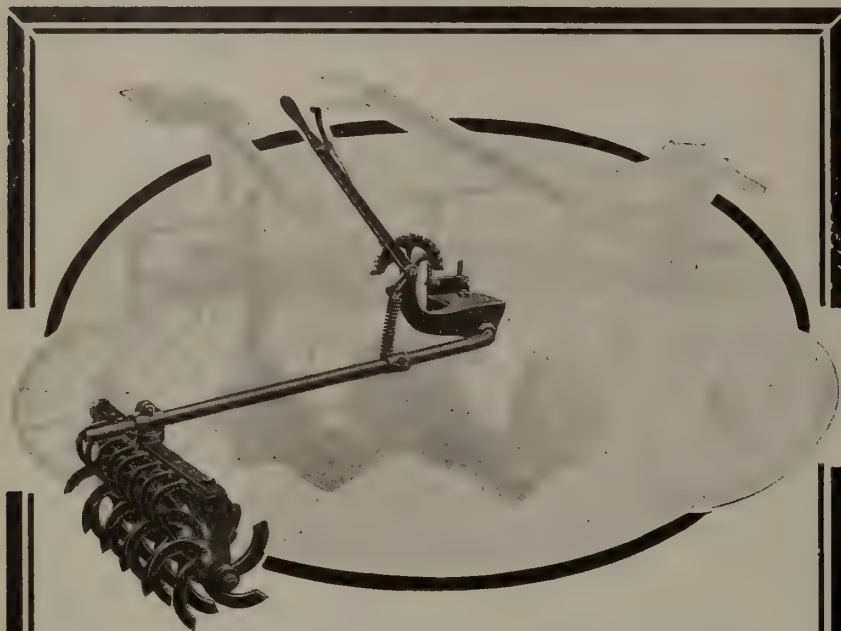
Noxon No. 9
Binder



TO INDEPENDENT AGENTS — WHY SIGN AN EXCLUSIVE CONTRACT when THE NOXON CO., an independent firm, wish to make selling arrangements for territory in Manitoba and the West, for Binders, Mowers, and Rakes? Write direct to Headquarters, Ingersoll, Ont. ¶ Get hold of the line that has taken the lead in foreign countries. ¶ Binders 6, 7 and 8 ft. cut. Mowers 5 and 6 ft. cut. ¶ The Binder is the keystone of implement business. ¶ When you get the NOXON you get THE BEST. ¶ Our Mowers and Rakes are equally good.

Protect Your Independence and contract with us.

The Noxon Co., Ltd., Ingersoll, Ont.



This is the Racine Rotary—the Harrow Attachment with the Curved Blade

HERE'S the harrow that swept everything before it last year—the ONE machine that proved itself absolutely fault-free under all conditions.

It's the line for you to tie to—if you want to get a cinch on heavy sales and heavy profits for 1910.

Because—this attachment outclasses all other machines of the kind—at every point. And the farmer knows it.

We say "outclasses" and that's exactly what we mean—precisely what we have proved by fair, square, field tests.

The Racine Rotary does its work thoroughly, perfectly—in any soil where a plow will work.

The blades of a Racine Rotary are curved. They cut throughout their full length—not simply at the point.

Farmers who have had experience with straight-blade harrows will tell you that where conditions are at all unfavorable—where there is any quantity of trash and stubble—their machines get so badly tangled up after a few minutes' work that they stop rotating entirely and drag through the soil.

You've never heard one word of complaint—never heard anything but hearty praise—for the Racine Rotary. And you never will.

Facts, Mr. Dealer! Facts that you can't afford to overlook.

Get in right, this year

Write direct to us or to our Canadian Representatives for full details of an

Exclusive Agency Proposition that will mean big money for you.

RACINE ECONOMY SPRING CO.
RACINE, WISCONSIN

Harmer Implement Company

WINNIPEG CANADA

Distribution from Winnipeg, Calgary and Regina

"Scoop 'er up."

The ancient sport of curling derives its title from the twisting motion given to the stone as it is urged upon its slippery career. The game is one of those about whose origin there is no shadow of ambiguity; it is purely Scottish, and wherever Scotchmen are found the game flourishes. The sport is regulated by a set of rules issued by the central association—the Royal Caledonian Curling Club of Scotland. Associated with the parent body are clubs in England, Ireland, Canada, Newfoundland, New Zealand, Nova Scotia, the United States, Russia and Switzerland.

There are two curling games: the rink play and "playing for points." The rink game is played upon any piece of ice upon which is plotted out a rink 150 feet long (occasionally 32 yards) and 13 feet wide. Four players a side engage, each using two stones of circular shape, which must not weigh more than 44 lbs. Each player, in turn, propels his stone as near to the tee, 38 yards distant, as he can. When all have cast, the end, or "head" is counted. A stone is of no use unless it reaches the "hog score", and of no value if it passes out of the "parish", which is a seven-foot ring drawn round the tee. The side wins which has the greatest number of stones nearest the tee.

It is permitted during the game for one side to aim at its opponents' stones and knock them out of the circle, if possible. The sweeping of the ice in advance of the stone is an important feature, and is

under the direction of one player on each side known as the "skip."

In the "point" game there are no sides; each player has two stones to throw, and other stones are placed round the tee for him to make his points by placing his own stone or displacing the other stones from their original position.

In the original game, the stones were simply well-rounded boulders taken from a river channel, but as the game increased in popularity they were improved by chiselling, and later handles were introduced.

In Winnipeg the annual Bonspiel is an occasion of much familiarity and hilarity, a pleasing feature of the game being that it produces a thorough mingling of those in all walks of life. In the country places in Scotland a dinner composed of "beef and greens" concludes the day's diversion.

Sell Horse Clipping Machines.

The season for selling horse clipping machines is almost here and dealers who have not sold horse clipping machines before will make no mistake if they investigate the business to be had in this field. The retail dealers in almost every section of Canada sell a goodly number of the Stewart horse clipping machines every spring season.

The ball bearing clipping machine shown in this issue and advertised by the Chicago Flexible Shaft Company has a reputation in every country as being somewhat the best machine on the market. Almost every jobber in Canada carries this machine in stock and we believe it would pay you to take the matter up with your jobber or with the manufacturers direct.



THE SHREWDEST

dealers and agents in every locality are securing the agency for the famous

GILSON "GOES LIKE SIXTY" ENGINE

The GILSON LINE is the most extensive, up to-date, improved and easiest to sell.
:: The GILSON ENGINE satisfies ::

Write now for the Agency, before it is too late AND MAKE MONEY

Gilson Mfg. Co., Ltd.,

325 York St., Guelph, Ontario.



Curlers, Dealers and Visitors

at the

'BONSPIEL'

Take an 'IN TURN'

at the

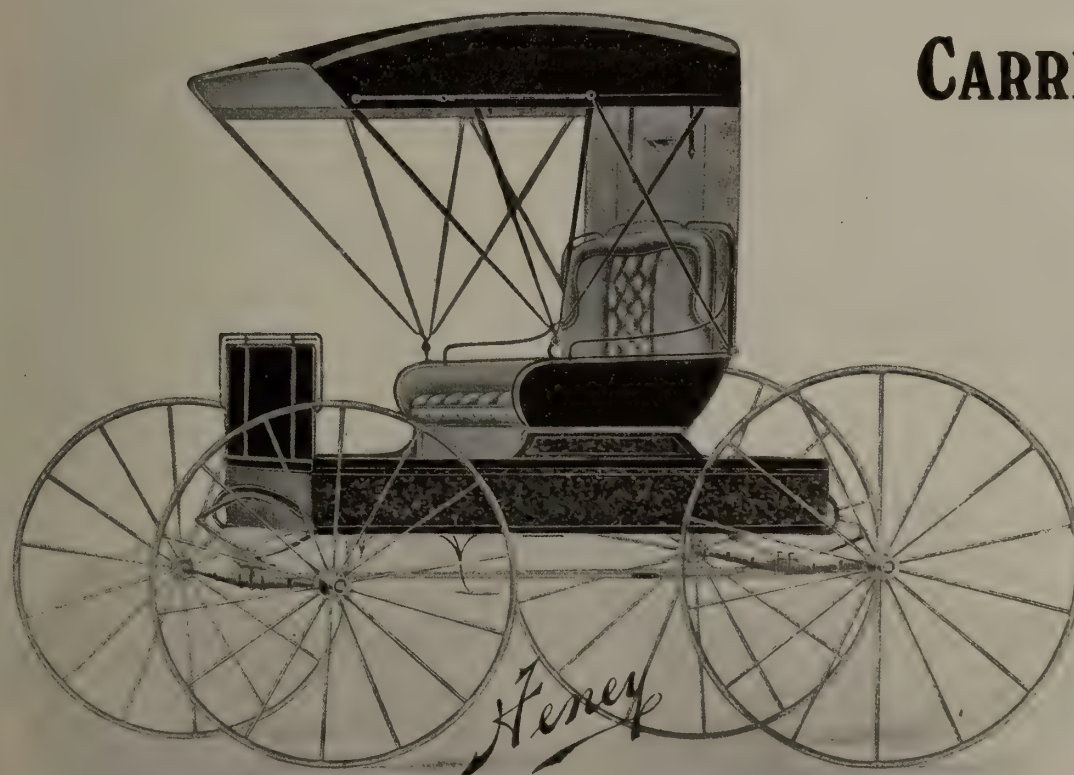
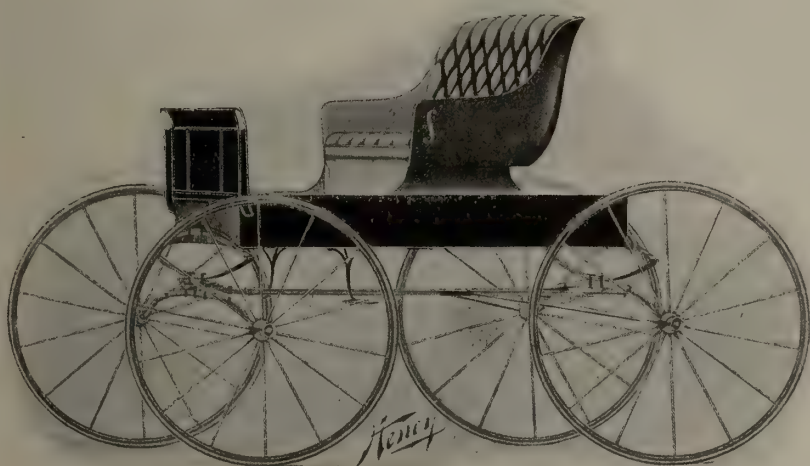
Cor. Princess Street and Elgin Avenue

and inspect our stock of

CARRIAGES, HARNESS, Etc., Etc.

You will be interested and we
-- will appreciate your visit --

Have your mail sent in our
care; use our Phone; do
your writing here; and, in
short, make it your head-
quarters.



Heney Carriage and Harness Co., Ltd.

WINNIPEG, CAN.

MONTREAL, P.Q.

Rural Telephones and Those Who Telephone.

Even as the automobile seems quite lacking in excitement compared with the aeroplane, (except, of course, when the first-mentioned dashes at you out of the night, and with its flaming eyes and disturbing noise frightens your horse, which forthwith proceeds to make things so unpleasant that you feel you are very fortunate if you escape from the mix-up with your life), so the telephone as known to residents of cities and towns is an ordinary and uninteresting thing compared with that system which a certain young man who speaks with the air of one who knows calls the "Ruler."

How deep is the joy, says the *Globe*, when you can "call up your neighbor on the next farm but one and hold a conversation something like this: "Hello! That you, Fred?" "Yes." "How do you like your 'phone?" "Fine. How do you like yours?" "Oh! it's great. Wouldn't be without it for anything." "Did you get your mail to-day?" "Yes." "What are the probs. for to-morrow?" "Fair and cold." "That's what they said for to-day, and here the rain's never let up all day. Don't believe they know any more about it than we do. Well, good-bye." "Good-bye. Call up again some time."

Only when the instrument is securely fastened between the side door and the window does Mrs. Jones feel so familiar with it as to speak of it as "the 'phone," as she has heard those term it who got it in last spring. Then it's "Now, children, keep quiet. I'm going to see if I can get Aunt Lizzie. Let me see; what's her ring? Two long and one short." And one side of the conversation will likely take this form: "Hello! Is that you, Lizzie?" "Yes, we got it in this afternoon." "We have it in the kitchen—on the side facing the lane, you know. I thought if we had it inside I might miss the rings sometimes when I'm working in the summer kitchen." "Oh! you have yours in the dining room, have you? Well, that's nice, too." "Yes, it's a little more private, I suppose." "Our ring? Four long. They say it's the best ring there is." "Well, I must look at my bread. Good-bye." "Why, I could hear Lizzie just as plain—I knew her voice right away—and it was just as loud as if she were in the next room."

To the man who thinks of the telephone from a business standpoint, it is very annoying to be

forced to wait ten or fifteen minutes for a chance to speak while two people are relating the gossip of the day, and if, when his turn comes, in the middle of his account to the veterinarian of how the sick horse is progressing someone neglects to find out if the line is in use and rings "five long and two short" his wrath makes him almost speechless, but he recovers his voice in time to shout, "Say, don't you know anything? What do you mean by ringing in on a person like that? Get off the line, will you? I never try to talk at all these days without some fool—Well, as I was saying, doctor."

Another feature of the party lines is the "listener" to other people's conversation. He often hears some pieces of news which seem pleading to be told again, and it is a characteristic of human nature that a person can seldom resist the temptation of telling his fellow-man the "latest." He tells; again he listens and tells, till soon people begin to say, "You know, I believe Tom Rogers listens, for the other day," etc., etc.

Of course, most people know better than to tell over the wires those things which they do not wish to have made public, so no particular harm is done, except that the listener is scorned a little as being lacking in a fine sense of honor.

Then there is the youth who considers that there is something radically wrong if the telephone is not in constant use. When you visit his home, he'll bounce in, and, on seeing you seated quietly in a chair, will exclaim: "Been using the 'phone? Better try her. No one's using her now." You may remonstrate, on the plea that there is no one to whom you particularly want to talk, but it is useless. "Go on, go on, try her! Ever talk to Sara? Say, she hates to be called up. I'll call her if you'll talk to her. Better use her; better use her; go on!"

So, much against your will, you say "Hello" to Sara, who wishes to know who's speaking. The boy prompts, "Make her guess," and you meekly answer, "Guess," and then you follow with a series of "Noes" until you can say "Yes; how did you ever guess?" And then you stand, first on one foot and then on the other, wondering what in the world you'll say next, until Sara mercifully asks you if you were at the missionary meeting last night, and then you can say, "Yes, why weren't you out?" and hand the receiver to the boy, gasping, "Oh, you talk to her!"

Sometimes the stranger within your gates who hails from a region unblest by a rural telephone system asks how you can possibly endure the noise of the ringing, and you reply: "Oh, we never notice it; you get used to it, you know, and it never bothers you at all," in blissful forgetfulness of the hot summer days when you were trying to snatch a few moments of sleep after dinner, only to be brought back to consciousness each time you were dozing off by somebody trying to get "Central" when they might know the girl was out for her lunch, and banishing from memory the number of times conversation in the room had to be suspended while the telephone rang.

I musn't forget to mention the family chorus of "There's our ring," followed by, "You go," "No, you'd better; you hear better than I do." Of course, it isn't as bad as answering the doorbell, for no one can tell how you look. Still, I dare say a girl answers the telephone with more confidence when she feels that her hair is dressed as Nature never intended it to be, and that her dress is "one of those princess gowns which still remain so popular," than she would have if it were otherwise.

And, of course, after all's said and done, it is very convenient, and saves us lots of trips to the village, and I don't know what we'd ever do without it, now we've had it in the house.

To Build Wagon Road to Winnipeg.

The Fort William Board of Trade recently passed a resolution favoring the building of a wagon road between the head of the lakes and Winnipeg. The boards of trade of Port Arthur and Winnipeg will be asked to co-operate and if they favor the project a conference will be called between the members of all three bodies and a petition drawn up asking the governments of Ontario and Manitoba to take up the scheme.

It is felt that a public highway would be of great benefit to all three cities and that it would very greatly assist in opening up the vast territory that awaits settlement between the centres at the head of the lakes and the Manitoba city. An opinion was expressed that the road ought to be built, if possible, before the Selkirk centennial comes off, and if it was in shape to be used by autos a lot of people from Eastern Canada

and the eastern States would doubtless come up the lakes by boat bringing their automobiles, and would then auto through from here to Winnipeg. Members of the board are unanimously in favor of the scheme.

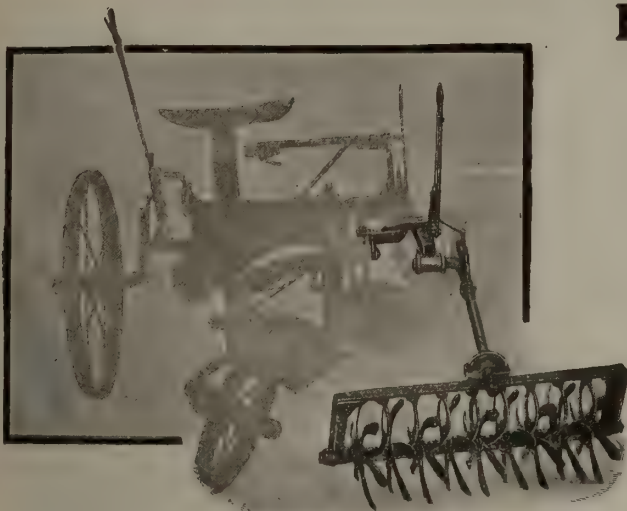
Pity Misplaced.

A well-known visitor to the West in addressing an audience, said: "The longer I live the less sympathy I have for the children of the poor. It is for the children of the rich that I am saving my sympathy. We are living in a world in which the only man who succeeds is the man who does something. The law of human life is the law of work and sacrifice, labor and discipline. There is one thing in this world more royal than a king and that is a man."

Without discussing the question of whether the little children of the rich are asking for any sympathy in their condition, it would seem that plenty of illustrations can be given to prove that the boy of the poor home doesn't need commiseration because of his poverty. Poverty is the nourishing soil that feeds Ambition. Think of the half dozen men of whom we have heard so much this year. They all succeeded in the things on which they had set their hearts. They had to work from the first, and, beginning so, went on to realize their ambitions, laudable or otherwise. Harriman, the railroad king in a land of railroads, who died last year, was the son of a poor rector without a parish, and began work as a clerk. James J. Hill was a country boy on a little farm in Ontario, but his life plans extended beyond the line fence, and the only way to accomplish them was through hard work. The late Governor Johnson, of Minnesota, had the gloom of the poorhouse among his earliest associations, but the extent of his popularity and the grief at his death attest to the fact that his early ambition for usefulness and development was not stunted by his lack of wealth. As for Lord Strathcona, once Donald Smith, the poor trapper in the wilds of Labrador, his recent visit to the West has recalled his early history to every Canadian, and no one seems to feel that pity was due him because he once was poor and had to work hard. The boy who pities himself because he is poor, and makes no effort to overcome the obstacle, wouldn't amount to anything even if he were rich.

National Rotary Harrows

FOR PLOWS



We are the originators of the stationary beam in combination with the swinging beam on Rotary Harrow Attachments for Plows. A feature which has proven to be the most vital point as shown by the remarkable sales to date. All blades are drawn to a sharp cutting edge and shaped to produce a Draw Cut in penetration of the soil. Lifting lever is positioned to be within easy reach of the operator, whether in the seat or behind the plow.

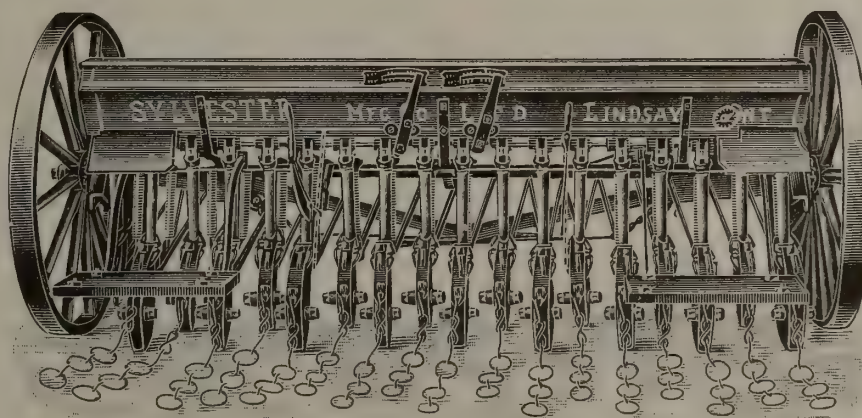
This attachment reduces the plowing, dragging and harrowing to one operation, at a time when it should be done. One man and team does the work of three men and three teams, and guaranteed to produce a better seed bed.

It is a labor saver and a money maker for the farmer. Representative dealers wanted in all unoccupied territory.

MANUFACTURED BY
THE NATIONAL HARROW CO., LEROY, ILL.
 (INCORPORATED)
 TUDHOPE, ANDERSON & CO. LTD., GENERAL AGENTS FOR CANADA.

Sylvester Double Disc Drills

We are still at the old stand. Our travellers will be in to welcome you. Come and see us during Bonspiel.



Our contract
 for 1910
 will make you
 money

A post card
 will bring
 full particulars
 to you

The Sylvester drill is the only drill sold in Canada manufactured under the Stevenson Patent. This is the patent that revolutionized grain seeding machines.

These drills are perfect in construction; the continuous axle makes sagging an impossibility.

They are made in 18, 20, 22 and 24 sizes, Disc and Shoe. They are interchangeable so that either disc or drag shoes may be used, and the perfection of our disc scraper has not been approached by any other manufacturer.

Sole Jobbers for Western Canada:

Tudhope, Anderson & Co., Ltd.

WINNIPEG

CALGARY

SASKATOON

REGINA

A Chance for U.S. Manufacturers.

Consul-General John Edward Jones invites the attention of American manufacturers, in the U.S. Daily Consular Trade Report, to the importance of the next annual fair in Winnipeg, from June 13 to 23, 1910. He writes:—

"As this fair is the most representative in Western Canada, it is of great importance that manufacturers of the United States examine carefully into the opportunity it presents for introducing goods into Western Canada, the market possibilities of which are limitless and to which American manufacturers have not given sufficient consideration. The enormous influx of American settlers furnishes an active demand for supplies. The nearness of the market and the superior railway facilities furnish a favorable combination for American products.

Until recently the field has been entirely overlooked. American manufacturers have not appreciated the fulness of the opportunity and the fact that the American population in the provinces of Manitoba, Saskatchewan and Alberta exceeds half a million, who make known American made goods, but they must have them to illustrate their advantages.

A manufacturer recently said to me, 'There is no use bothering with the Canadian market. The tariff makes it impossible.' While the tariff is a severe handicap, it is offset by a trade willing to pay the price. An implement house in the United States, with a branch office and warehouse in Winnipeg, has paid in duties alone for its Winnipeg stock over \$250,000 up to the present time. Western Canada really wants American-made goods. Will the American manufacturer supply this demand?

The time is ripe for a thorough exploitation of the field, and I can think of no line of American-made goods that would not find a ready market. But manufacturers of the United States should not delay."

Humor on an English Dealer's Placards.

We on this side of the Atlantic have the general notion that the Britishers are business non-progressives. This may be true in some degree, but that it does not invariably hold good in every case is evident from advertisement methods of one English hardware dealer, which are "right up to now." When he

wants to get rid of some old stock at reduced prices he puts placards up in his windows with something other than the stereotyped legends to let the public know.

This is the way he announced his grater sale: "Graters, only one penny each. A greater bargain in graters never greeted the people of this town or a greater one." On a shop-worn lantern was this refreshingly frank announcement: "A relic of the ancient days, found under the stone floor during alterations. It is offered, dust and all, for a sixpence." A pile of miscellaneous articles were marked thus: "One sixpence each. No reasonable offer above a sixpence refused." It is safe to assume that these attracted the eye of the passing pedestrians, to say nothing of their purses.

Artificial Light.

The illumination problem is one which interests every man whether he be in business or no. "A new profession has been created," says Donald C. Shafer in the *Review of Reviews*, "that of illuminating engineering, but we are still very far from the perfect artificial light. Only a little while ago there were no men to specialize on artificial lighting. Such work was entrusted to the architect, who did the best he could with his meagre knowledge of the subject. To-day illuminating engineering is a recognized profession and to-morrow colleges will be granting degrees to new illuminating engineers. You smile, but I have helped to make professions before. I can well remember when we talked about electrical engineering as a profession, and people laughed in our faces. To-day there are thousands and thousands of electrical engineers. Long before we perfect artificial illumination the new profession will be recognized."

"Is there such a thing as a perfect source of artificial light?" asked one of his auditors. "Oh, yes, we already know of such a light, Almost everybody in the world has seen this light, but all the wise heads in the world cannot read this simple secret which Nature has seen fit to bestow upon her most lowly forms of animal life. Behind you sits a darkened cabinet; inside of it is a little box. Shake that box a bit and you will see the only perfect source of light known to man."

With eager faces the visitors crowded about the cabinet. Then

with a look of disappointment one turned towards the inventor with the remark: "Why there's nothing but glowworms and fireflies in that box!"

"Nothing but glowworms and fireflies," remarked the scientist, "and yet each one of those little creatures carries around a secret worth millions and millions of dollars. If I could discover that secret to-day, inside of a year I could make the fortunes made out of oil look like the widow's mite. For, do you know, each one of those fireflies and glowworms carries a tiny light which they turn on and off at will? This little light gives very little or no heat, whereas the best incandescent or electric lamps we can make waste more than 90 per cent. of the electrical energy in useless heat for what little light they give. Take that 16-candle power lamp above you, for instance. It consumes fifty watts of electricity to produce sixteen candle power of light. Only two watts of this go to make the light and forty-eight watts are wasted in heat. If I could reverse those conditions I could get twenty-four times as much light, or 384-candle power, from the same amount of current. Fireflies and glowworms know the secret of light without heat—man does not. But some day we will read this puzzle, as we have read so many before, and the nights will be as day. In the depths of the ocean even the penetrating light of the sun is barred, yet there is light, and electric light, too. Almost every one of those deep sea creatures carries a tiny light similar to that of the firefly—a light that can be turned on or off at will. We assume that the 'electricity' for this light is produced by nervous energy; beyond this we really know nothing.

"But with all this study and research, while the secret remains unsolved, we have improved all the sources of artificial illumination and incidentally, as I said before, produced the illuminating engineer. Born of necessity and economy, it is a good thing the illuminating engineer is here, for we have been shamefully neglecting our health, eyesight, and pocket-books ever since man first snatched a burning brand from the fire and lighted the way into his cave."

While this new profession is distinctly American it is true that the pioneer work was started in England, when Mr. A. P. Trotter developed several new methods of calculating illumination and advocated a more rational use of light.

But from this humble start it was Americans who made this new profession. Illuminating engineering belongs to this country, and the veterans in the profession can be counted on the two hands. Ten years ago the infant had not been christened, and the rapidity with which this science has been accepted and placed among established professions has no parallel in history. After centuries of ignorance, prejudice, and malpractice, in the short space of half a dozen years illuminating engineering has risen to a position of recognized standing and independence."

Halley's Comet and Another.

Last September thousands of eagerly expectant scientists and astronomers were watching for the return of Halley's comet. They were rewarded. This wonderful visitant from the outer spaces had not been visible to the dwellers on earth for 75 years. And to the unaided eye it will probably not be a very noticeable object until April or May, the period of its greatest brilliancy being about May 10, when it is predicted that it will be at a distance of only 10,000,000 miles from the earth.

The first recorded appearance of the comet was in 1682, when the astronomer Halley first noticed it and made a profound investigation of its movements, speed, orbit, etc. He predicted that it would again complete a revolution of the sun in about 75 years, and appear in the year 1759. He did not live to see the return of the comet, but it duly returned and was first seen on Christmas day, 1758. Its next visit was in 1835, when it passed within 5,000,000 miles of the earth. Adding 75 years to the latter date, we find that it is on time again in 1910. This mysterious visitor comes into view out of the unfathomable beyond, travels towards the sun, increasing its speed as it approaches that luminary, and having gone around it, dashes away again into the depths of space.

On Jan. 20th last an altogether new comet was observed in Winnipeg, and the next day the press contained cables from various parts of the world announcing the new-comer. The comet has been seen at places as widely separated as England and South Africa and as far as is known at the time of writing has never before been recorded. Its period of revolution must then be very great and its orbit enormous in extent.



Moline Plows

And other Flying Dutchman Farm Tools.

The Implements of Quality.



Best Ever Sulkies and Gangs.

Are of beautiful design and are unequalled for

Light Draft.

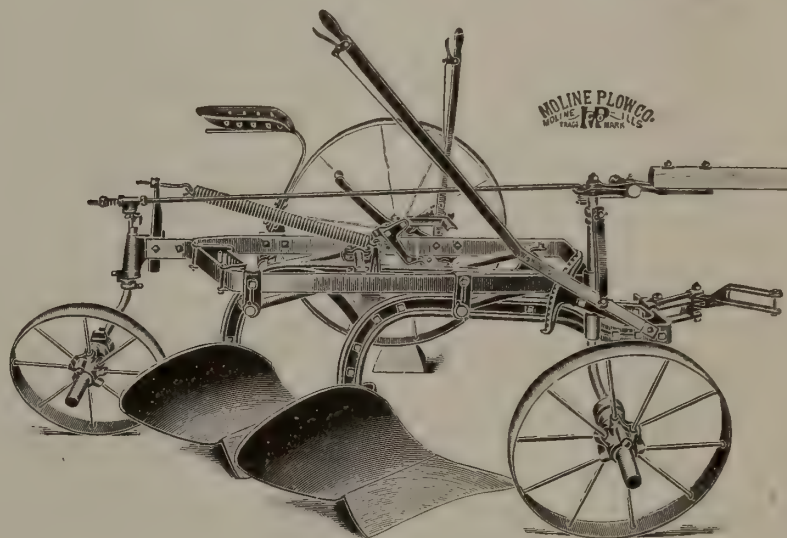
Ease of Handling.

Cleaning in difficult Soils.

Quality of Work.

Strength and Durability.

High grade Material and Finish.



BEST EVER GANG.

BEST EVER SHARES DON'T BREAK.

Monitor Double Disc Drills.

First—They are approximately one-third lighter draught than any other machine.

Second—They are the only Drills that cannot be clogged either in mud, gumbo, or adobe soil, or in weedy ground.

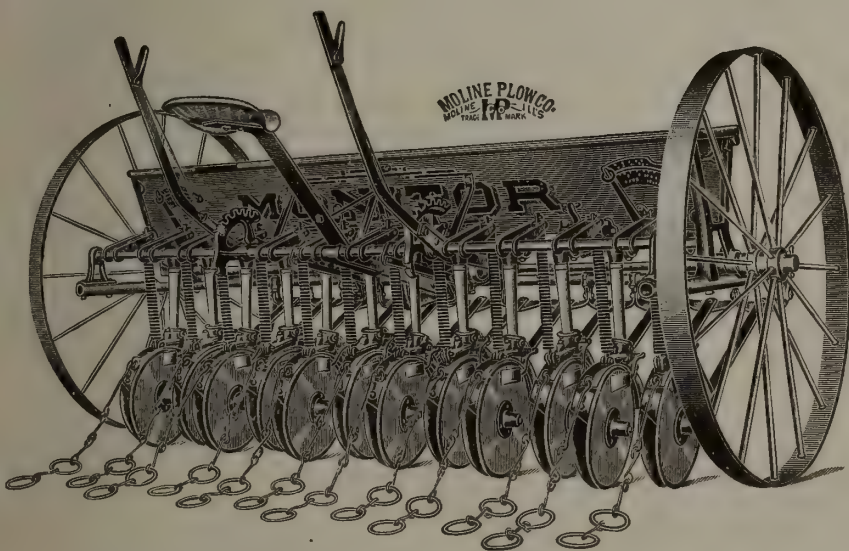
Third—They are the only Drills that will put all the seed at the bottom of a clean, wide furrow at an even depth, in two rows, and cover it with a uniform amount of earth, by reason of which

(a) They require one-fifth less seed to be used than is required by other machines.

(b) They have increased, and usually will increase, the yield of wheat from three to seven bushels per acre (and other grains in proportion).

(c) Wheat grown from seed sown by them will grade higher, and consequently bring a better price than if grown from seed sown otherwise.

If they will do this, isn't it true that a farmer can make and save enough off of fifty acres, by using one of these machines instead of any other, to pay for it in one season? And isn't it also true that if they will do this, every farmer who raises grain would want one, or more, if he knew it? And if this is a fact, wouldn't it pay you to have the agency?



Made with either wood or steel wheels, either seat or foot board.

Sizes 10 to 24, either shoe, single or double disc.

CALL AND SEE US DURING BONSPIEL OR WRITE FOR CATALOGUES.

Canadian Moline Plow Co.,

Winnipeg

A Streak of Optimism.

It is the healthiest thing imaginable to have an ambition. Don't be afraid to confess to a hankering for a little more money. Philosophy is alright—for those who can afford it—or who care to live in a tub like old Diogenes, but the fellow with red corpuscles has got to hustle and make dollars for the simple reason that dollars give him the things necessary to happiness. In our great West there is, apparently, small room for sentiment, the main object being to build up, in the first place, a home, in the second place, a bank account.

It must be confessed that there are countries where the surroundings are more attractive than in the prairie provinces, but still there is an undoubted fascination about the broad spaces, the "league-long furrow", such as there is at sea, where one never knows what may rise above the horizon. And then, in the course of a few years the prairies will be so well settled as to make intercommunication almost as easy as in the European countries, with a network of railways extending over the now almost unknown tracts of fertile lands, and a farmhouse on every arable section

of land from Winnipeg to the Rockies. This will be the time when the auto-owner can take a 500-mile spin without any fear of getting stuck in a mud-hole, for with increasing settlement we must have first-class highways.

In these palmy days just ahead every implement man ought to live in a brown stone mansion with a specially designed roof to accommodate the aeroplanes which will then be as common as the ubiquitous sparrow.

Canada's population is increasing at the rate of about a quarter of a million per annum, and those who immigrate are not coming into the country for fun. They mean business, and by far the greater portion will settle on and cultivate the broad acres. They have to be clothed, fed, warmed, transported—in fact, supplied with all the necessities and a great many of the luxuries of life. There is no doubt about the demand for any and all commodities to satisfy this incoming tide of humanity; the important point is to maintain the supply, and this is just where the enterprising individual, be he implement, or dry goods man, is going to make good. The business is there, and only needs a little persuasion to come

his way. It is a fact that many a thriving concern in our western towns has grown to goodly proportions simply by natural increment, and with little or no hustling or hunting for customers. How much greater, then, would have been the measure of success if these people had actively solicited business instead of waiting behind their counters for the greenbacks to come to them.

So just keep your thoughts on the glorious future which lies before our country, not forgetting the prosperity of the present—for it is prosperous in spite of an occasional depression, which indeed is more the result of a cautious economy than of any actual shortage of cash.

Cultivate Tact.

To conduct a retail implement business successfully requires a great deal of tact. Many customers are lost to the dealer who is deficient in this respect. A dealer may have the habit of calling a spade a spade, or, in other words, being so painfully truthful under all circumstances as to become unpopular. Another is so sensitive as to object to the slightest criticism of his prices or modes of doing business. This kind of a dealer at the first sign of unfavorable comment promptly invites the customer to go elsewhere for his goods. Sometimes the customer keeps his head, and during the argument that follows good feeling is restored, but more often he goes on his way satisfied that the dealer is a crank. This same dealer is the kind of man who, if he happens to get an implement returned with the complaint that it will not do good work, immediately declares the buyer does not know how to operate it. This statement in some cases is doubtless true, but there are few farmers who care to be told they cannot operate a simple farm implement the like of which they have been using a long time.

After a considerable experience in losing customers through this kind of behavior our implement man one day wakes up and decides that he must be a little more careful in his choice of language and cultivate that golden asset "tact". He must no longer attempt to prove every complaint without a foundation, every accusation of a high price unjust. He decides not to get mad and tell the complainant to buy his machinery elsewhere. No, sir. Now see him argue his side

of the case as a gentleman should. If a customer reports that a certain implement is not doing its work as it should, his answer is that probably it was not adjusted correctly at the factory, or that he had not set it up properly. He is careful not to intimate by word or look that the farmer is at fault. But, if after the machine is properly adjusted and doing good work, the farmer still has a kick the dealer firmly intimates that the only thing remaining is for him to pay for the machine.

Needless to say business has become more profitable and agreeable by this line of conduct.

Calendars.

We acknowledge the receipt of a calendar from the Waterous Engine Works, showing their plant at Brantford, Ont.

The Sawyer and Massey Co. have favored us with their latest poster. This is attractively printed in colors and depicts their plant at Hamilton—with the legend that it is the largest engine and thresher works in Canada. A typical threshing scene is also shown in realistic style.

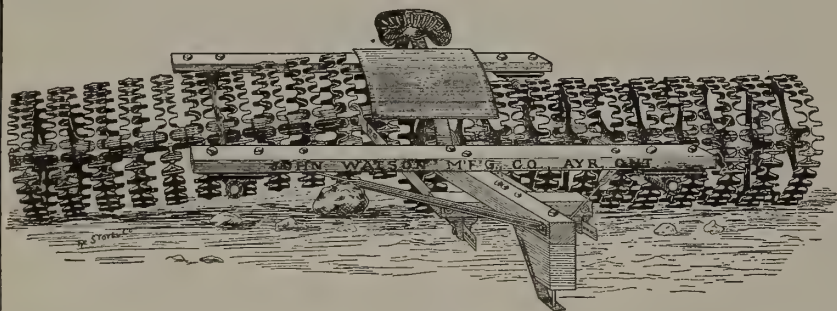
The Sharples Separator Co. have favored us with their handsome 1910 calendar. The young lady who is the main feature of this work of art wears a winning smile and a chrysanthemum—in addition, of course, to other garments, which are appropriate to a model dairy. Still another of the fair sex graces the lower portion of the calendar. This one is working just as hard as is necessary at a Sharples separator, at the same time making friends with an elegant Jersey cow.

The De Laval Separator Company have favored us with their charming 1910 calendar. The design shows a young girl of a period long past and the color scheme is the latest example of the art of Leon Moran, New York's famous artist. Pictures of the De Laval separator also embellish this altogether beautiful calendar.

Auction Sale.

Dr. W. J. Hinman is selling off his high-grade horses and complete livery outfit on Tuesday, Feb. 15, at 215 James St., Winnipeg. Everything will be sold absolutely without reserve. T. C. Norris is the auctioneer, and those interested in genuine horseflesh would do well to investigate.

IF IT'S MADE BY WATSON'S IT'S RELIABLE



Made in 16 and 22 wheel sizes

**WATSON'S PULVERIZERS
ARE TRADE WINNERS**

**They are the Heaviest, Strongest,
and Most Up-to-date Pulverizers
on the market.**

22 Wheel Machines supplied with 2 Poles and Pulley Hitch. All parts made of high grade material. We make Boss and Steel Harrows of best quality and latest design. Write us for prices and terms.

John Watson Mfg. Co.
LIMITED

WINNIPEG

BONSPIEL!

The time when you unite business with pleasure. We keep open house during the festival and we invite all who read this to come and see us when in Winnipeg. We have made improvements in our buggies for 1910 and we wish to show you what they are. We propose to furnish buggies and democrats with the best and strongest wheels, shafts, springs, axles, bodies and in fact the best in every detail, and as it does not cost any more money to have them the nattiest in design we propose to have this feature also. In our 1910

BAYNES BUGGIES

We have these details perfected.

During Bonspiel we will have on our floor goods in the white, so that you can see exactly from what material they are made and how that material is put together. We will have them finished so that you can see exactly how they will look when you get them. Do not fail to call and give us the pleasure of showing you a line of goods especially adapted for this country.

A. C. McRAE

KING AND JAMES STS.

WINNIPEG

IF INTERESTED IN AUTOMOBILES WE HAVE THE AGENCY FOR
PACKARD'S, OVERLAND AND MITCHELL. SEE THEM.

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

Established in 1904 and Published Monthly by

Canadian Farm Implements, Limited

F. D. BLAKELY, Manager

Telephone Main 518

822-3 UNION BANK BUILDING

WINNIPEG, CANADA

SUBSCRIPTIONS

\$1.00 per year in Canada; Foreign \$1.25 per year.

Single Copies, Ten Cents

ADVERTISING

RATES MADE KNOWN ON APPLICATION

Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE

Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Assn. Entered in Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, FEBRUARY, 1910

An Invitation.

We extend a cordial invitation to our many dealer friends to visit us during Bonspiel week—Feb. 9th to 19th. We have moved into new and more commodious offices at 822-3 Union Bank Building, and it will be our pleasure to extend the glad hand to all and sundry members of the trade who care to drop in. A cigar of a brand not to be despised accompanies the said glad hand for those of our friends who indulge in the soothing weed. Here is your opportunity to discuss matters of vital importance with those who have your every interest at heart. Come and get acquainted.

Here you can talk over trade conditions with those who are in touch with the situation. And you can swap yarns to your heart's content. Make our offices your headquarters—you will be welcome at any time. The view from the giddy height of our windows is worth the visit anyway. Here, spread before you in panorama, you will obtain a bird's eye view of a chunk of Manitoba not to be surpassed in the province.

The Bonspiel this year promises to be the biggest and best ever held in the city, and will provide ten days of pure delight for the lovers of "the roarin' game."

Business will Boom.

The prospects for spring trade are bright indeed. There has been sufficient snow to ensure enough

moisture in the early spring, and the frost has penetrated to an extent which will bring the seed bed to its proper condition while awaiting the early rains.

Manufacturers, jobbers and retail dealers are all jubilant over the undoubted fact that the acreage which will be put under crop will surpass that of any previous year; and the fine weather of last fall enabled the tillers of the soil to get a great deal of plowing ready for spring work. The promise for the grain crop, then, is highly satisfactory, indeed salesmen are already on the road hunting orders for harvesting and threshing machinery.

Collections have been, on the whole, better than was expected, in fact many firms did a record business in 1909. Now it only remains for the implement retailer to exercise a little hustle and satisfy the natural demand for his commodities to make the coming season the most active and profitable he has yet experienced.

Interprovincial Retail Implement Dealers' Association Annual Convention.

All implement dealers who will be in Winnipeg for the Bonspiel are urgently requested to attend the Annual Meeting and Convention of the Interprovincial Retail Implement Dealers' Association to be held Tuesday, Feb. 15. Formal announcement of the meeting appears elsewhere in this issue.

We trust that every live dealer will make a point of being present at this affair. It is up to every member of the trade to take an active part in work which is for the benefit of the whole fraternity. Then come and take your share in the momentous issues at stake. Don't turn your back on the Convention and leave it to the other fellows to do the work from which you will profit. There won't be enough there without You, and You are not a quitter, are You? The subjects for discussion cannot fail to be of the utmost importance to the trade, and Bonspiel week is the one season of the year when a large number of dealers from all parts of the country have the opportunity to get together and discuss matters affecting their business. In addition to the fun of curling they have the privilege of hearing at the Convention addresses by those best acquainted with the trade, and who will have many suggestions to make which may be profitably adopted in the future.

Those who intend to be present at the luncheon would confer a favor by notifying the secretary, F. D. Blakely, 822 Union Bank Bldg., Winnipeg.

No Pessimism in Ours.

It is a fact that a large number of retail implement businesses throughout the provinces are for sale, but this fact hardly justifies the assertion of the pessimist that the business as a whole is "in a bad way".

At a recent convention it was stated by a dealer that half of the implement houses in his section were for sale, but on being pressed, he admitted that half the dealers were not actually advertising for purchasers, but would sell out if they got their price.

This might be said of almost any business establishment. It is possible for one to go into a town and buy the business of a merchant who has had no idea of selling out, if one will pay the price.

Perhaps the majority of dealers are not so well satisfied with the profits on their investment that they would refuse any offer, however good. But a great many of those who sell out in the implement business locate elsewhere and engage in the same business again. Therefore it is hardly fair to determine the condition of a business by citing changes in ownership. The real test appears to be the percent-

age of actual failures. As far as can be determined by commercial agencies, the percentage of failures in the implement business is not so large as in other lines, such as grocery, lumber, coal, furniture, etc.

It is admitted that there are certain adverse conditions in the implement trade, but organization will be able to cope with most of these, and associations have already done a great deal in this behalf. And in spite of adverse conditions many dealers are well-to-do and highly respected in our country towns. The close connection between the implement business and agriculture—which is recognized as the basis of wealth—ought in itself to have helped the implement man along the road to success, and probably the reason for the greater part of the failures is the incompatibility of the man himself to his business. In other words, so many enter the field with a limited knowledge of the business principles involved, and with the idea that selling farm implements is "easy as falling off a log". These gentlemen have a lot to learn, like "Johnnie from Piccadilly", who essayed to hitch the horse between the handles of the plow! But if they stay with the job and make up their minds to learn the business in all its aspects they will find that, far from being failures, they have the prospect of building up a highly respected and profitable avocation. And the main thing for them to learn is simply the "price necessary to provide a profit"—that is the whole creed in a nutshell.

Drop Us a Line.

Once more we invite our subscriber friends to correspond. Tell us your troubles. Tell us your joys. We may help to straighten out the one and will certainly gladly hear of the other. You don't need to think it too much of a task; just take your pen, or pencil if more convenient and let us know about that amusing incident that occurred the other day, that sale you made to that hard-headed old farmer whom you never expected to capture. There is no need to dress up your communication in flowery language; just ordinary, every-day English is all we need. There are no documents of more human interest than those plain, ordinary letters that you write to your brother Jack, for instance, who is up in the Klondyke: he will welcome anything you may have to say about any old thing, and so will we, and we are all brothers, anyhow. Stay not till another day, write right away. Do it now.



Mr. L. P. Winslow

A Successful Career.

Mr. L. P. Winslow, a reproduction of whose photo appears on this page, has lately been appointed manager at Calgary for the new branch established there by the Ontario Wind Engine & Pump Co.

Mr. Winslow's business career commenced in 1883, at which time he was employed in a drug store at Batavia, Illinois. He rose to the position of chief clerk in this business.

In December, 1891, Mr. Winslow seized an opportunity which arose to enter the employ of the United States Wind Engine & Pump Co., of Batavia, Ill., one of the largest concerns of its class in the United States. Mr. Winslow's adaptability to this line of business was shown by his rapid advancement in the sales department, and in 1895 he was placed in charge of the foreign and western sales departments, the latter covering all territory west of the Mississippi River. He mastered the immense amount of detail connected with this position, from mechanical construction to factory costs, and compiled much useful information which was incorporated in the company's catalogues.

In 1905 Mr. Winslow resigned to accept the position of sales manager of the Ontario Wind Engine and Pump Co., at Toronto, Ontario.

The expansion of business in the Northwest led this company to send him to Alberta in the fall of 1909 to further extend their trade in that province and British Columbia. As a result Mr. S. H. Chapman, president of the company, visited Calgary about December 1st and

purchased trackage property on 11th Avenue where an extensive three-story and basement warehouse will be erected during the summer of 1910. In the meantime the company have leased the warehouse formerly occupied by the Frost & Wood Co., where a full stock of goods will be carried.

Since coming to Calgary last September, Mr. Winslow has travelled extensively throughout Alberta, and his opinion is that with the increased facilities the company now have, their business should increase four-fold in the coming year. He has moved his family to Calgary and intends making that city his permanent home. May he have a continuation of his successful career is our hearty wish.



Mr. J. P. Minhinnick

New Regina Manager for Cockshutt Plow Co.

Our illustration on this page is an excellent likeness of Mr. J. P. Minhinnick, who for the past year has been manager in Winnipeg for the Frost & Wood Co. Mr. Minhinnick, on Feb. 1st, assumed the position of manager of the Regina branch of the Cockshutt Plow Co.

This gentleman is well-known to the trade of Western Canada and carries a prestige which makes unnecessary any attempt on our part to eulogize him. Born at Toronto, he came west with his parents in 1884, while still a mere boy, so that he is one of the old-timers. His start in the implement business was made at Churchbridge, Sask., where he opened a warehouse as retail agent for the Frost & Wood Co. Afterwards he travelled for the same firm in Saskatchewan. Sub-

sequently Mr. Minhinnick became general agent for the company at Brandon, which position he held until, in 1903, he was placed in charge of the Alberta branch at Calgary.

Mr. Minhinnick has an intimate knowledge of conditions in Western Canada and a thorough experience as a retail dealer, traveller, and general agent. He has our best wishes for his success in the responsible position he now fills.

Goold, Shapley & Muir open Winnipeg Branch.

Mr. D. J. Taylor, an excellent portrait of whom appears herewith, has resigned the managership of the Regina branch of the Cockshutt Plow Co. Mr. Taylor has been connected with this company since 1893 and since 1906 has been manager of the Regina branch. He will now assume the management of a western branch of the Goold, Shapley & Muir Co., of Brantford, Ont., to be established at Winnipeg.

Most members of the trade throughout the West have come into contact with Mr. Taylor, and few men have more sincere admirers and well-wishers. He has a full understanding of the needs of the West along the line of agricultural implements, and is undoubtedly the right man in the right place. His connection with the implement business dates from 1886, when he joined the staff of the David Maxwell Co. In 1889 he joined the

has since remained. On the occasion of his departure the citizens of Regina presented Mr. Taylor with a handsomely engraved gold watch and chain, at a joint meeting of the city council, board of trade and Wholesale Implement Dealers' Association.

Some twenty members of the staff of the local branch of the Cockshutt Plow Company gathered at Mr. Taylor's house to make him a presentation on Jan. 24th.

The presentation was made by W. J. Agar, who also read an address conveying the sentiment of the Saskatchewan staff towards their popular manager. Mr. Agar, after expressing the regret of all concerned at the loss of so estimable a friend, said:

"We speak in union when we say to you that we could not have wished a manager of more versatile qualities, and it is only a fitting tribute to your ability and business capacity when we affirm our belief that the present commercial standing of the company out in this Last Great West has been largely attained through your faithful service and pioneer work."

* * * * *

"We wish you the greatest of success in your new sphere but we must reiterate that we regret to lose you and we have therefore resolved that you shall not leave us without accepting some tangible manifestation of our esteem. So now on behalf of a staff undivided in their opinion of you we herewith present to you this travelling bag and cane and to Mrs. Taylor this travelling bag and umbrella and with them we trust you will accept our each and every best wish."

Mr. Taylor suitably replied for himself and Mrs. Taylor, expressing his regret at the severance of the pleasant relations which had always existed between himself and the members of the staff.

Window Cleaning Pays.

Don't be afraid to clean your windows frequently on the ground that they will wear out soon. Some bright genius has figured out that it will take 87,000 years to wear out a plate glass window by cleaning and polishing it. This should be long enough for any reasonable person to save money enough to buy a new glass.

You'll get along just as fast by taking the bull by the tail, and it's a good deal safer.



Mr. D. J. Taylor.

Patterson Bros. Co., as general agent, remaining in their employ until he secured a position with the Cockshutt Plow Co., with whom he

Personals.

We regret to announce the death of Mr. I. Wannamaker, implement dealer at Claresholm, Alta.

Mr. J. C. Reid, implement dealer of Deloraine, Man., has had the misfortune to be burnt out.

Mr. J. J. Fallis, hardware and implement dealer, of Elbow, Sask., has sold out to Mr. J. A. Hilts.

Wolseley, Sask., has a new implement firm under the name of Messrs. Smith & Son.

Mr. E. J. Parker has sold his implement business at Pipestone, Man., to Mr. F. Mann.

M. Gaston Dujardin is successor to Mr. Joseph Tratsarat in the implement business at Forget, Sask.

Mr. J. H. Baker has sold his implement business at Saskatoon, Sask., to Mr. W. Montgomery.

Birnie, Man., has a new implement business carried on by Messrs. W. H. & G. H. Willey.

Mr. J. H. Turnbull, of the Sawyer & Massey Co., is at present on an extended trip to the coast.

Messrs. Fell & Son is the title of a new concern in the implement line at Moosomin, Sask.

At Redvers, Sask., Messrs. Dodds & Lewthwaite have gone into the implement business.

Mr. J. A. Todd has commenced an implement business at Ninga, Man.

The Naismith Implement Co., at Heward, Sask., is dissolved, Mr. T. A. Naismith continuing.

Mr. A. W. Sutherland has sold out his implement business at Lashburn, Sask.

Messrs. Cronk & McDowell, implement dealers at Alameda, Man., have assigned to the Winnipeg Jobbers' Credit Clearing House.

Mr. O. K. Hangen has been succeeded by Grant Bros., in the implement business at Harrowby, Man.

Mr. Arthur Baker, formerly with the Cockshutt Plow Co., at Regina, has gone on the road staff in Manitoba for the Sharples Separator Co.

F. S. Pearce, blockman for the International Harvester Company at Cypress River, spent a couple of days in the city.

Mr. P. W. L. Briar, manager of the Stewart Nelson Co., Brandon, spent a day or two in Winnipeg recently.

Mr. David Drehmer, assistant manager of the John Deere Plow Co., Winnipeg, has just returned from a trip to Saskatoon.

Mr. D. M. Hackney, western manager of the Raymond Mfg. Co., is at present on a business trip to

the West, extending as far as Vancouver, B.C.

The implement business carried on by Messrs. H. McKenzie & Co., at Battleford, Sask., has been dissolved, Mr. E. Bell retiring.

Mr. T. R. Cornell, dealer in implements at Stoughton, Sask., has given place to Mr. Jas. Murchison.

Messrs. Brown & Scott have been succeeded by Mr. Chas. Joyce in the implement business at Vonda, Sask.

The implement business of the Pioneer Lumber & Implement Co., at Moose Jaw, Sask., has been sold to Mr. F. J. Grobb.

At Rokeby, Sask., Messrs. Gamble Bros. have succeeded Mr. R. A. Black in the implement business.

Messrs. E. J. Meilicke & Sons, implement dealers, at Outlook, Sask., have given place to Mr. C. L. Loyd.

Mr. Ludwig Borth has purchased the implement business of Messrs. Scott & Langham, at Radisson, Sask.

Messrs. Thos. Moffet & Co., of McTaggart, Sask., are opening a branch of their hardware and implement business at Forward, Sask.

Messrs. Symons & Forbes are the new proprietors of the implement business of Mr. E. J. Symons, at Jansen, Sask.

Mr. D. F. Gibson will take over the implement business formerly conducted by Mr. R. H. Sweet, at Alameda, Sask.

Mr. Wm. Graham, in the implement trade at Biggar, Sask., is succeeded by Messrs. Hassard & Ellis.

Mr. G. K. McEwan, manager of the Great Northern Supply Co. at Swift Current, is away on a trip to Eastern Canada.

Mr. Wenman, of Wenman & Green, Souris, has just returned from spending his holidays in the East.

Mr. Morish, in the implement and livery business at Gadsby, Alta., has admitted Mr. F. W. Wolfe as a partner.

Messrs. Wicken & Martin, implement dealers of Cayley, Alta., have been succeeded by Messrs. Bentley & Schnella.

Mr. J. M. Rodney, general agent for the I. H. Co. at Winnipeg, is attending the annual convention of general agents of his company at Chicago.

Mr. Samuel H. Roe, manager of the Calgary branch of the Tudhope-Anderson Co., was in Winnipeg for

a few days about the middle of January.

Messrs. Pollock & Boyle have taken over the implement business formerly carried on at Manitou, Man., by Pollock & Maloney.

Our old friend, Mr. Alex. Ross, the Alberta representative of the Sharples Separator Co., has returned from a trip to the home of his childhood in the East.

P. J. Downes, of P. J. Downes & Co., of Minneapolis, jobbers of the Waterloo Gasoline Engine Co.'s goods, has been spending a couple of days in Winnipeg.

The implement business of Messrs. Jamieson & Donnelly, at Melita, Man., is now in the hands of Messrs. S. G. Davis and W. J. Bower.

Mr. J. B. Tudhope, M.P., of the Tudhope Carriage Co., Orillia, Ont., spent a couple of days in Winnipeg recently, visiting the Tudhope-Anderson Co.

Mr. R. H. Potter, general agent for the I. H. Co. at Saskatoon, Sask., is in Chicago at the annual convention of general agents of the company. Mrs. Potter accompanied him.

The Sharples Separator Co. have added to their road staff Mr. J. M. Greed, formerly an implement dealer at High River. Mr. Greed will have headquarters at Regina, and cover Southern Saskatchewan.

Haug Bros. and Nellerroe Company, Limited, the Western Canadian representatives of the Avery Co., Peoria, Ill., are about to increase their capital stock from \$100,000 to \$250,000.

Mr. R. A. Hickling, a traveller for the Massey-Harris Co., was a guest at the Hotel Windsor, Brantford, which was destroyed by fire on Jan. 19. Mr. Hickling, together with the other inmates had a narrow escape.

Mr. W. H. Whittaker, secretary-treasurer of the Goold, Shapley & Muir Co., of Brantford, Ont., is on a visit to Winnipeg in connection with the establishment of a branch of that concern here.

Mr. J. Williamson, of the road staff of the Ontario Wind Engine and Pump Co., has returned from a trip to the East and South, where he visited all the factories whose goods are sold by his company.

Mr. F. W. Stockton, of Calgary branch of the Ontario Wind Engine and Pump Co., who has been for a month at his old home in Columbus, Ohio, has got back into harness again.

Mr. T. W. Craven, formerly of the J. I. Case Threshing Machine

Co., and the Sylvester Mfg. Co., has accepted a position with the Harmer Implement Co., and will look after south-western Manitoba and south-eastern Saskatchewan.

Mr. Joseph Bryant, manager of the Regina branch of the Tudhope-Anderson Co. was in the city recently. Joe is just as genial and as optimistic as ever. He says prospects in Saskatchewan are the best ever.

Mr. E. F. Hutchings, president of the Great West Saddlery Company, accompanied by Mrs. Hutchings and his son Harold, has gone for a trip South which will occupy about six weeks.

Mr. L. D. Logan, manager of the Winnipeg branch of the Sharples Co., has returned from a trip west, taking in Regina, Saskatoon, Edmonton, Calgary, Vancouver and Victoria. He was absent three weeks.

Mr. George L. Crook has entered the employ of the M. Rumely Company at La Porte, Indiana, as works manager. Mr. Crook has probably superintended the building of more gas engines than any living man. At the gas engine plant of the International Harvester Co., at Milwaukee, where Mr. Crook was general manager, approximately thirty thousand gas engines are turned out annually.

Mr. Harry Anderson, manager of the Tudhope-Anderson Co., has just returned from a visit to the factory of the Emerson Mfg. Co., at Rockford, Ill. The Tudhope-Anderson Co. are sole representatives for this concern in Canada. While in the South Mr. Anderson spent a couple of days in the windy city.

Mr. N. Hamilton has returned from a six weeks' trip to the East and South. For the past year Mr. Hamilton has been connected with the Winnipeg branch of the Ontario Wind Engine & Pump Co. He is now being transferred to the new branch of that concern at Calgary, from which point he will call on the implement and hardware trade. He will handle more especially the goods of the Aylmer Pump and Scale Co.

De Laval Doings.

The Winnipeg branch of the De Laval Separator Co., consisting of the general representatives covering the territory between Lake Superior and the Pacific Coast in Canada, held their annual conven-

tion in Winnipeg during the week from Jan. 5th to 10th.

On Saturday the 15th the whole party, under the charge of Mr. F. Weed, the Winnipeg branch manager, started for the Company's American factories at Poughkeepsie, N.Y. At this point several days were profitably spent in getting acquainted with the details of manufacturing the company's products. The party then proceeded to the general offices of the company at New York City, where Mr. Ralph Stoddard, the assistant general manager, took them under his wing and treated them right royally. After a surfeit of the good things little old New York can produce in the entertainment line the party, well pleased with themselves and the treatment they had received, started on the return journey, reaching Winnipeg on Jan. 27th.

A Valuable Book.

"Gas, Gasoline and Oil Engines", is the title of a 476-page volume we have just received from The Norman W. Henley Publishing Co. The book, which is written by G. D. Hiscox, M.E., has reached its eighteenth edition, and is a full and most comprehensive account of the theory and practice of American gas, gasoline and oil engines. The multitudinous details of the subject are fully considered and the whole brought thoroughly up to date. The binding is tastefully done in red cloth. The illustrations are copious and the typography and presswork most excellent. We should be glad to supply any of our readers with copies of this work on receipt of price, \$2.50, or they may be obtained direct from The Norman W. Henley Publishing Co., 132 Nassau St., New York.

Land Must Come First.

Dr. J. W. Robertson of Ste. Anne de Bellevue, Quebec, until a few weeks ago Principal of Macdonald College, McGill University, won a most appreciative hearing before the Canadian Club yesterday afternoon, says the *Toronto Globe*, when he spoke on "The call of our land." The study of soil conditions has engaged Dr. Robertson's attention for the greater part of his life, and he is soon to go to Europe to study agricultural conservation in the interests of the Canadian Government. Thereafter he will visit South Africa and Australia in the same interests. Dr. Robertson is also an active member of the Commission on the Conservation of

Canada's Natural Resources, which has just concluded its first annual meeting in Ottawa. At that meeting he was given the commission's authority to make investigation on its behalf.

The great function of the land, as defined by Dr. Robertson yesterday, was to make possible homes plentiful and congenial, their inmates prosperous, and their children happy. He viewed it as a great heritage to be properly treated and to be conserved for posterity. It was man's most necessary partner if he would become wealthy. "No man ever took care of old mother earth," he said, "in a proper way, who was not adequately repaid by the kind and genial mother of us all. Canada is a land of homes, where men labor and love and hate, right or wrong."

A Handsome Catalogue.

We have received from S. L. Allen & Co., of Philadelphia, their complete catalogue of the Planet Junior line. It comes in a striking cover which depicts a great part of Mother Earth in the process of being cultivated by Planet Jr. tools. The book contains a very full description of the various lines handled, and is enhanced by copious illustrations, including fine half-tones. Altogether the presswork and general get-up leave nothing to be desired.

Moving to New Quarters.

The Empire Cream Separator Co. have moved their office to the Frost & Wood building, 230 Princess St., where they will concentrate their various departments under one roof, having a large office, showroom, repair room, storage and shipping room. Here they expect to

be able to take care of their greatly increased business to the satisfaction of all concerned.

The following gentlemen have also been added to the road staff: E. Clement, of Fargo, N.D., formerly with the International Harvester Company; E. L. Taylor, of Regina, formerly of the road staff of the De Laval Separator Co., and Geo. McKay, of Gilbert Plains.

Brandon Winter Fair.

We have received the premium list of the Manitoba Winter Fair and Fat Stock Show, to be held at Brandon, Man., March 5 to 11, 1910. This fair is now a well-established attraction, and under the hands of a large and capable staff of officers and directors, never fails to provide a week full of interest to stock breeders, agriculturists and others. The entries promise to be unusually heavy this year and a most successful show is anticipated.

Announcement

Brantford, Feb. 1, 1910.

TO THE IMPLEMENT TRADE

OF WESTERN CANADA:

We take pleasure in advising you that we have decided on opening our own Western Headquarters.

We have secured space for office and show rooms in the Frost & Wood Building, 230 Princess St., Winnipeg. This branch will be under the management of Mr. D. J. Taylor.

Heretofore our goods have been handled throughout the west by the Cockshutt Plow Co., but our trade has reached such proportions that we have found it imperative to establish our own Western Branch.

GOOLD, SHAPLEY & MUIR CO., LTD.

Winnipeg

Brantford

Some Forceful Remarks.

Mr. H. M. Kinney, of Winona, Minn., president of the National Association of Agricultural Implement and Vehicle Manufacturers, speaking at the Minnesota Retail Dealers' Convention on Wednesday, Jan. 5, said in part:

Among the important subjects brought to your attention by the Dealers' Federation is what is termed the "branch house evil." I do not know just to what extent this is your trouble, but in some territory it is quite pronounced and has caused considerable apprehension on the part of the legitimate dealers. To show you the attitude of the National Association of Manufacturers on this matter, at our last annual meeting, held in October, we passed unanimously the following resolution, to wit:

"Whereas, The establishment by manufacturers of branch stores for the purpose of retailing their own goods would mean finally the disruption of trade relations and the elimination of the retail dealer; therefore, be it

"Resolved, That we are opposed to the establishment of such houses, believing that to the retail dealer belongs the retail trade."

Allow me to offer two suggestions in this connection: First, that the dealers confine their business to those manufacturers whose goods are sold only through the regular implement dealers; second, if you find that manufacturers are putting their branches in your territory, take the matter up with the arbitration committee of our association and it will be given prompt attention.

This brings up a subject that has often been discussed at various conventions of this sort—that of loyalty on the part of the manufacturer to the dealer and reciprocal loyalty on the dealer's side; and it is a subject worthy of our best thought and consideration. We all appreciate the value of money; every one of us is anxious to make a profit in his business, and yet this is not all there is in business life. It is a satisfaction and a pleasure to do business with men whom you know will treat you squarely. If the manufacturer furnishes you good value for your money, protects you in your territory and refrains from supplying catalog houses and competing with you through his branch houses, he is entitled to your loyal support. Stand by the man who stands by you. To the dealer who remits

(and not by local checks) or settles promptly, who is just in his claims for repairs and gives the manufacturer a fair representation is due the loyal backing of the factory. Again I say, and to the manufacturer, stand by the man who stands by you.

Undoubtedly the most important work undertaken by the Dealers' Federation and the various dealers' associations during the past year is that of perfecting a system of cost finding that will be simple, but effective. That we all need coaching along this line there can be no question; the manufacturers' and jobbers as well as the dealers. Too loose and very unsatisfactory methods have prevailed to a great extent and the results have been anything but satisfactory. Your attention was called to the subject at your last annual convention. I understand that a very excellent system of book-keeping has been devised and forms prepared and that they will soon be available, together with instructions for their use. I do not hesitate to say that this system will be worth hundreds of dollars annually to every dealer who adopts it. Your secretary will be able to tell you where these forms can be obtained as soon as they are ready for distribution.

After ascertaining the cost of your goods, the next thing is to sell them at a fair profit, and here's where salesmanship comes in. Some men are born salesmen, some acquire that ability, and some there are, alas! who couldn't sell gold dollars for 90 cents. I have been in implement stores where it seemed to me the purchaser did the whole thing; sought out the implement he wanted, sold it to himself, and ten chances to one went off without making a settlement for it. Why not study to be a first-class implement salesman? I listened to an address a few days ago by an expert on salesmanship, and if I remember rightly he gave these requisites for success in this direction: First, know yourself; that is, fully understand that you are the owner of the goods, that you are the one to make the price and you are the one to make the sale. Second, know your customer, or, if necessary, before talking the goods, learn his special needs, ascertain his peculiarities, get his notions about the particular article he is after; then you are in good shape to do your talking. Third, know your goods. It may be this is the most important part of all; certainly it is absolutely necessary that you

should be perfectly familiar with every feature of every article you have to sell.

Now, then, if you have mastered these three fundamental principles of salesmanship, work upon your customer until you have him interested in the article at stake. Talk quality first, last and all the time—that is, provided the quality is there—until you have created in his mind a desire for the goods and he is so convinced of their superiority that he is surprised at the low price for which you are willing to part with them. Don't be afraid to ask a fair price for your goods, and having once set the price, stick to it.

Another thing: Get a settlement for your goods at the time they are sold. Establish this plan, stick to it, too, and your trade will soon learn your rule and respect you for it. It will make your implement work better, your vehicles give better satisfaction and better results all around will follow.

Idaho Dealers in Convention.

The annual convention of Idaho hardware and implement dealers at Boise proved highly profitable and enjoyable to the assembled dealers. Not the least valuable feature was the address of President J. B. Gowen, of Caldwell. After referring to the increased population and trade expansion, he complained of new jobbing and manufacturing concerns who sold direct to consumers when they failed to get the regular dealer to buy. But the speech was so full of good points that we cannot do better than quote from it at some length.

The president said: "Many members of this association are desirous of having the matter of retail prices on staples fixed by a committee of members, but in my opinion you cannot fix prices for the other fellow until you get better acquainted with him; nor can you stop the cutting of prices until you all pull together, and are able to make the jobber stop cutting of arbitrary prices.

When the representative of a jobbing house calls on you and offers to sell you some commodity which you know carries an arbitrary price fixed by the manufacturers' association, at a reduction, this man will always bear watching and, in my opinion, should be let alone by every retailer or buyer. Just as long as the jobbers are allowed to do this and are encouraged in doing so by the retailer giving them orders, just so long will the prices on these

commodities fail to carry a profit to all persons selling them, and I mean both the jobber and the retailer.

If you know that a wagon, plow, scraper, coil of wire or a roll of netting carries an arbitrary jobbing price, fixed by the association of manufacturers, I would like to ask you if you are not better off to pay this price, knowing full well that every one of your brother merchants is paying exactly the same price, than to try to buy it for 2½, 5 or 10 per cent. better than the arbitrary price?

Numerous complaints have been received during the past year against houses which sell both at wholesale and retail. In order to get business they cut the prices to consumers below the regular retail prices, and do not protect the retailer to whom they sell or job their goods; and along this same line we have complaints that some manufacturers of the East are selling direct to the consumer. This is a matter for this association to consider, for it is more vital to the retail merchant than price agreements.

We are sometimes inclined to criticise other dealers in adjoining towns for making certain sales in what we term an unfair way, when, if the real facts were brought out, possibly it was our own fault that we did not make the sale, as the shrewdness of our competitor has outdone us, when we should have had other kinds of goods or were trying to get an unreasonable price or many other reasons; and this is where our association gets in its work. We find out what the other fellows are doing and how they do it. We must get nearer together, and give our convention work close attention and find out what other dealers are doing. This enables us, when either buying or selling, to know our business, and when we approach the manufacturer or jobber we can get closer to them, as they are a shrewd set of people who have their eyes open, so that we can meet on equal footing.

We want to complete our organization and post ourselves as to what is the right thing to do and be fair to all parties concerned, and then if some manufacturer or jobber wants to act unfairly we can be in a position to protect ourselves."

Things that are worth the winning must ever at cost be won. You cannot hope to build up a big business without a good deal of exertion.



Plant of the Moline Wagon Co., Moline, Ill.

A Transaction of Magnitude: Deere & Co. purchase plant of Moline Wagon Co.

Deere & Co., of Moline, Ill., have purchased the plant and business of the Moline Wagon Co., of Moline. As the two plants adjoin, this transaction will give Deere & Co. a frontage of half a mile on the Mississippi River, in the heart of Moline.

A master mind gave expression to the words: "Great oaks from little acorns grow," and we all know how true this is in connection with the evolution of things in the universe of nature. It is equally so in the industrial and commercial worlds. One has not far to seek in these fields to prove the truth of this assertion. Evi-

dences of its authenticity are to be found on every hand. Let us take for an example the growth and progress of a well-known wagon manufacturing concern, which may be taken as a criterion of thousands of industries in hundreds of other lines.

We refer to the Moline Wagon Co., of Moline, Ill., the originators of which, then in the acorn stage, established a small factory for making wagons at that point in 1854, over half a century ago. After a time a firm foothold in trade circles was secured, the acorn taking root; expansion began, the sturdy growth of the trunk; agen-

cies were established all over the country, the shooting out of branches; until at the present time, like the sound and fully developed oak, it stands as one of the oldest wagon manufacturing companies on the continent.

The products of this company need no introduction to the dealers of Western Canada. For many years they were sold by the Fairchild Co., whose business is now in the hands of the John Deere Plow Co., who control their sale in this country. The Moline wagon bears a most enviable reputation won for it by the high-class quality of materials and the

unexcelled workmanship combined in the construction. This is not alone true of this territory but applies with equal force to every country into which this line has been introduced.

On this page we reproduce a halftone showing the factory of the Moline Wagon Co. These buildings are fully equipped with all the latest labor-saving machinery used for wagon making, as well as for the packing and handling of finished goods.

The purchase price is not announced, but we understand the figure is in the neighborhood of \$2,000,000.

MR. DEALER, When in Winnipeg during the Bonspiel,

take the Belt Line Car to our warehouse and we will show you the largest stock of up-to-date goods, that please the consumer and make money for the Dealer, consisting of

CANADIAN AIRMOTORS for Power and Pumping.

STICKNEY GASOLINE ENGINES. Stationary and Portable. The Simplest and most Popular Engine for the Farmer. Sizes 1½ to 20 H.P.

"FLOUR CITY" TRACTION GASOLINE ENGINE, Kinnard-Haines make in 30 and 40 H.P. **THE GOLD MEDAL WINNERS.** The most up-to-date plowing Engine made.

K & T WELL DRILLING RIGS.

DEMPSTER & HOWELL BORING RIGS,

AYLMER, "ANDERSON" and "HAYES" style Double Acting Force Pumps. Toronto Wood, Iron and Gal-

PUMP CYLINDERS in Iron, Porcelain and Brass.

AYLMER FARMERS' WAGON and **STOCK SCALES, PLATFORM** and **HAY,** and **GRAIN SCALES;** Pit and Pitless, a great line.

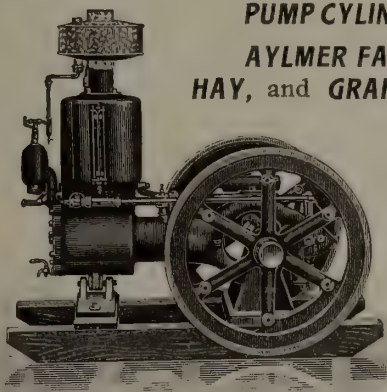
HORSE POWERS, TREAD POWERS, FEED CUTTERS, GRAIN GRINDERS, EAGLE STEEL LAWN SWINGS.

TANKS IN WOOD AND STEEL. FIRE PROTECTION TANKS FOR TOWNS. VILLAGE FIRE ENGINES, CHEMICAL FIRE ENGINES.

BELTING, HOSE, PIPE AND FITTINGS.



Toronto Wood, Iron and Gal-



ONTARIO WIND ENGINE & PUMP CO., Limited.

WINNIPEG

CALGARY

VAN BRUNT DRILLS



Made in 12, 14, 16, 17, 18, 20, 22 and 24 single, Double Disc, and Shoe, Interchangeable.

THE parts that go to make up a **Perfect Equipped and Well-Balanced Drill**, you will find on the **Van Brunt**. **Axle** continuous (not stub axle to cheapen it), runs the entire length of the machine. Beware of drills with stub axles and with pitch and gather in wheels. Pitch and gather on wagon wheels is all right as they are on a thimble skein. The axle on a drill is one size, therefore axles must be set so wheels will run on a plumb spoke, otherwise the gather in wheel tends toward heavy draft and to the wearing out of axle bearings. **Frame** is built of heavy angle Steel and is thoroughly braced, the **Corners** are **Solid** and reinforced to prevent the slightest springing or rocking. Wheels with long hubs "chilled" set well under end of frame and are dust proof. 3-inch tire on 12, 14, 16 and 17 and 4-inch tire on 18, 20, 22 and 24 sizes.

Gear Drive (not chain), no lost motion, never wear out or bother. Both wheels are drive wheels. **Tilting Levers**. The operator can change the angle of Disc or Shoe while the machine is in motion. The Tilting Lever is as great a necessity to a **Grain Drill** as a Tilting Lever is to a Mower; An exclusive feature of the Van Brunt Drill.

Cannot Clog That is entirely true of Van Brunt Single Disc Drills. In any kind of soil where a team can travel, the Van Brunt will follow and do a first class job of seeding. Gumbo, mud, or trash have no terrors. The Single Disc Drill became a successful machine when the Van Brunt Patent Disc Furrow Opener and closed Grain Boot were introduced. Do not be deceived by the statement of competitors that theirs is "just as good." An imitation is never as good as the genuine and original success.

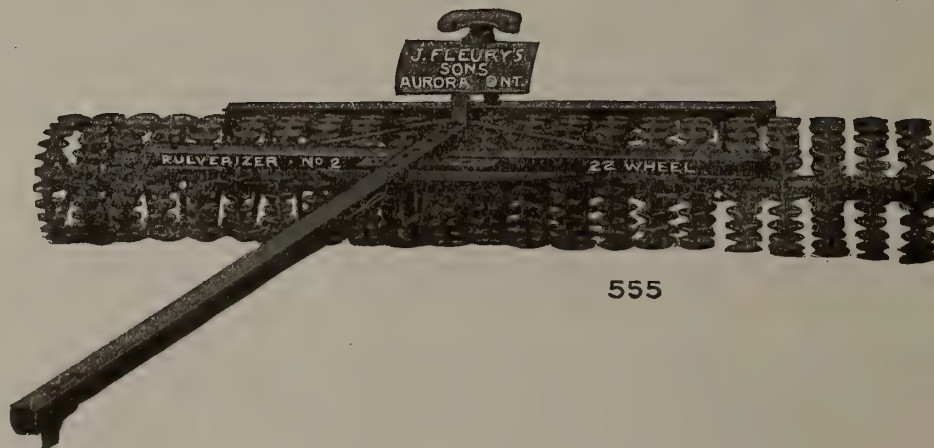
FLEURY'S PULVERIZER

16 Sections, 1 pole.

22 Sections, 1 pole.

22 and 24 Sections,
2 poles.

22 and 24 Sections,
2 poles, with pulley
hitch.



555

16 Sections, 1 pole.

22 Sections, 1 pole.

22 and 24 Sections,
2 poles.

22 and 24 Sections,
2 poles, with pulley
hitch.

There is no implement more valuable to aid the sure production of good crops than a Pulverizer.

It is used with great advantage on new-plowed land, in rolling down flat and solid the turn-over sod, which rots much more quickly and completely after the use of the Pulverizer.

On dry and lumpy land it breaks down the clods and also does the work of an ordinary Land Roller.

Its greatest value is in its use for packing the soil about the roots of plants, thereby inducing capillary action that keeps a flow of moisture from below the roots; in an ordinary or dry season, without its use, the plants would suffer for want of sufficient moisture.

The Pulverizer is also used on light soil to prevent the ground from drifting and leaving a large part of a field of young plants with roots too lightly covered, or exposed to the dry, withering atmosphere.

The Fleury Pulverizer has a hinged (or broken) axle, which accommodates itself to rolling or uneven land.

The Fleury Pulverizer is more durable than others, for in addition to the bushing in the wheels, the ends of the hubs of the wheels are chilled—which greatly reduces the end wear on the wheels (this feature is found only on the Fleury Pulverizer).

WRITE FOR CATALOGUES.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON

All Implement and Vehicle Dealers visiting Winnipeg are cordially invited to make our office their headquarters during Bonspiel.

Gold Medal and Diploma

Awarded Kramer Plow Attachments



By Alaska-Yukon-Pacific Exposition

and Diploma by

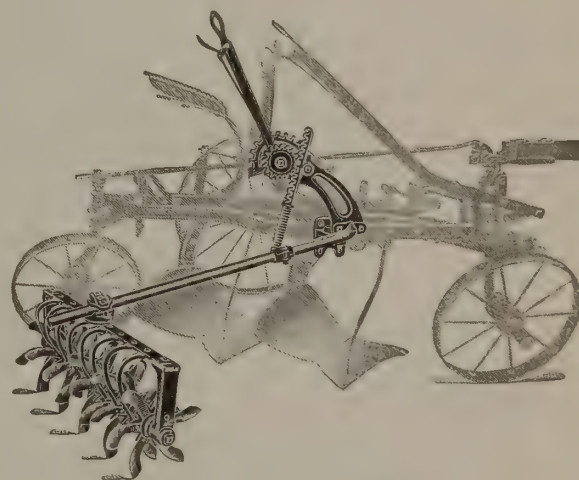
National Dry Farming Congress, at

Billings, Mont., Convention.

The Great Jobbing and Manufacturing Concerns of the country have first choice of handling all new inventions in the farm implement line. Articles selected must not only be good, but the Very Best made.

The Kramer Attachment for Plows stands at the very forefront of all Plow Harrows. Way ahead of all imitations. It is the **Select** Implement of **Select Jobbers and Manufacturers**, and they back it up by millions of dollars of capital, and reputations which have been generations in building.

Either the Kramer Attachment is the best implement of its kind in existence, or the thousands of Dealers, and the tens of thousands of Farmers selling and using them are a lot of Fools. Draw your own conclusions.



MATCHLESS 1910 MODEL

The 1910 Model

This Model has become a standard implement with Dealers and Farmers everywhere. It is equipped with Disk Structure No. 1. The mechanical construction of both the BLADE and the DISK reduces the draft to the minimum. Points of blade penetrate the hard clods first with a shearing cut, and gradually the entire cutting surface is utilized, chopping the ground all to pieces.

We make everything in the Plow Attachment line. Four Models and four different disk structures to select from. The requirements of every dealer can be met promptly and effectively.

Special Brackets are furnished for every conceivable make of plows.

Write us for folder, illustrating our Standard Models, Disk Structures, and the **1910 Hercules Model**. Powerful in construction and yet flexible enough to conform to every soil condition, without upsetting, or jumping the plow.

The Kramer Company, Paxton, Ill.

SOLE CANADIAN JOBBERS:

JOHN DEERE PLOW CO. LTD.

Winnipeg

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EDMONTON

All Implement and Vehicle Dealers visiting Winnipeg are cordially invited to make our office their headquarters during Bonspiel.

BROCKVILLE VEHICLES

"CANADA'S STANDARD"

THE WROUGHT IRON LINE

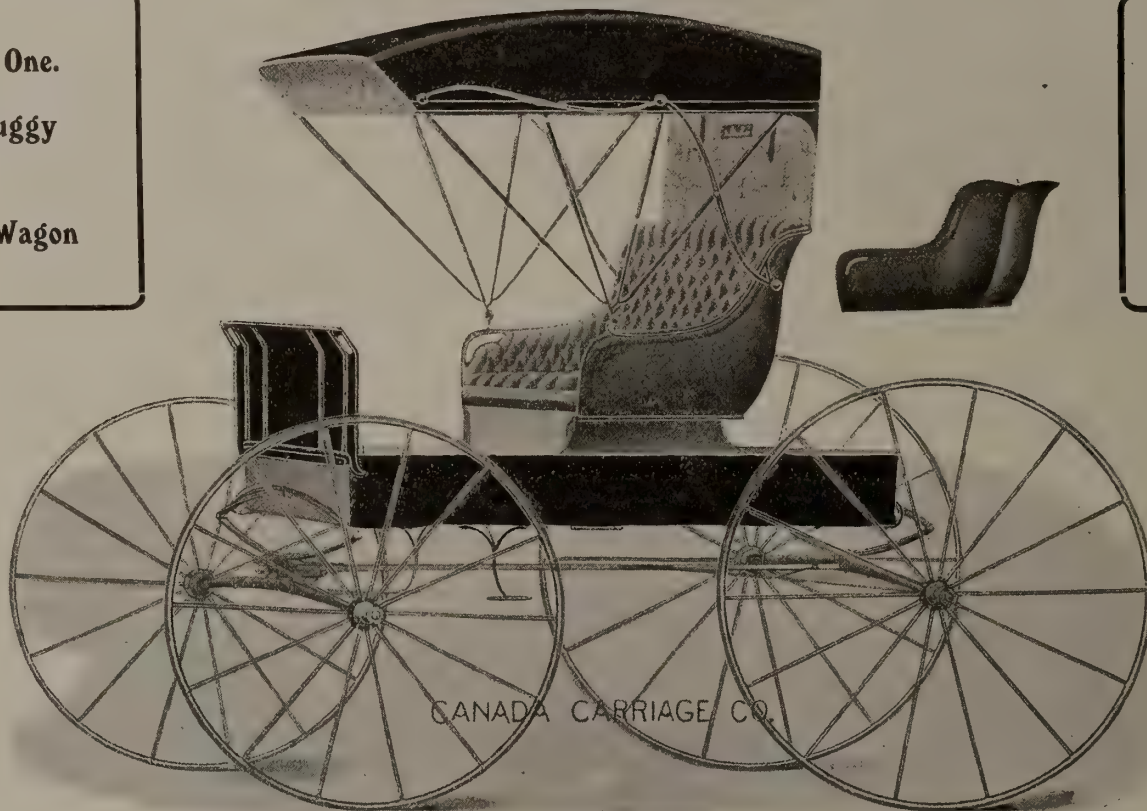
The kind that Sell, Build up your Trade, and Make you Money.

Two in One.

Top Buggy

or

Driving Wagon



Two in One.

Top Buggy

or

Driving Wagon

No. 552 "BROCKVILLE AUTO SEAT"

Just what you are looking for. Just what your trade wants.
Something special! Something new! Something different for 1910!

More Special Features

More Talking Points

More Satisfaction

Don't fail to see Supplement A to our Large Vehicle Catalogue, No. 36, for Special Features found only on Brockville Vehicles,—"Canada's Standard."

A Deere Agency gives you control of the Best Line of Vehicles ever built in Canada.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON

All Implement and Vehicle Dealers visiting Winnipeg are cordially invited to make our offices their headquarters during Bonspiel.

Four, Six, Eight, Ten, Twelve or Fourteen Bottoms. Plows Assembled in pairs, One Lever for Each Pair. Frame Mounted on Wheels.



John Deere Engine Gangs

Are Easily Handled in Limited Areas.
There are sizes to Meet all Requirements.

Your Customers don't have to own a big ranch to get the benefits of engine plowing.

The four and six-bottom JOHN DEERE ENGINE GANGS are adapted for use with small oil or low power steam tractors and make engine plowing practical for those who farm more limited areas.

One of these plows will give the small farmer all the advantages the big rancher has in the way of saving expense in plowing.

The outfit shown in the illustration is accomplishing more than four men could do with teams and single bottom plows.

The plows of the gang take care of themselves except when it is necessary to raise and lower them in turning. Flies and hot weather do not worry the engine, neither does it get tired and have to rest. Such an outfit works all day, every day.

JOHN DEERE ENGINE GANGS have strong, bridge-like steel frames to which the plows are attached in pairs. Each pair is free to move up or down so the bottoms rise to pass obstructions, then immediately drop to work. Any kind of plowing can be done because the beams will carry any style of stubble or breaker bottom.

Remember, JOHN DEERE ENGINE GANGS are sold complete, ready to hitch to any style of tractor.

BEWARE of Experiments.

Sell an Engine Gang that has proven a success.

Hundreds in use in Western Canada.

NEW-DEAL WAGON

NEW-DEAL WAGON

Is made of airseasoned lumber.

Is equipped with double collar skein.

Skins are dust-proof, therefore will hold grease longer and run easier than others.

Skins are heavier; bell is longer and larger, taking in more axle.

Has riveted grain cleats (not nailed or screwed).

Bottom of box is reinforced both front and rear.

Has clipped gear, both front and rear.

Box is made flax tight.



NEW-DEAL WAGON

Spring Seat, with 3-leaf springs (not single leaf).

Steel-bolster plates on side of box.

Neck yoke 48 in. long (not 42 in.).

Has trussed tongue, cannot break or warp.

Has channel ironed reach, really indestructible.

Is extra well painted, striped and finished.

Possesses a great many distinctive features of merit.

A WAGON YOU CAN SELL AT A PROFIT

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON

All Implement and Vehicle Dealers visiting Winnipeg are cordially invited to make our office their headquarters during Bonspiel.

Calgary.

Mr. H. A. Dunn, manager of John Deere Plow Co., spent two weeks in Winnipeg about the beginning of the year.

Mr. W. G. Bigelow, Massey-Harris agent at Stettler, was in Calgary a short time on his way East to Ottawa and Montreal.

Mr. Thompson, the Alberta manager of Port Huron Thresher Co., at Calgary, left in December for Florida on a holiday trip.

Mr. J. A. Brookbank, general agent at Calgary for I.H.Co. left the latter part of January on his annual trip to the head offices and factory at Chicago, and will incidentally visit a number of other Eastern centres. Mr. W. J. McCallum, the general agent for the same Co. at Edmonton, accompanied him after spending a short time in Calgary on his way.

Mr. R. B. Smith of the Gray Campbell Co. made an extended business trip through British Columbia during the past month. He also visited the coast cities while away.

Mr. S. H. Roe, manager of the Tudhope Anderson Co. for Alberta, is at present away East on his annual trip to Winnipeg and the factories.

Mr. J. A. Latimer, manager of the Cockshutt Plow Co., spent a week in Northern Alberta and Edmonton in December. Mr. W. G. Hunt, manager of the Massey-Harris Co., was another visitor to Edmonton recently.

Mr. J. Shields, now of the International Harvester Co., Vancouver, but formerly with the John Deere Plow Co. in Northern Alberta, was in Calgary for a time during December.

Mr. L. Johnson, of the Noxon Manufacturing Co. at Ingersoll, has been in Calgary several times recently in the interests of his firm.

Mr. Robt. Cockerton, manager for the McLaughlin Carriage Co. is another of the Calgary men to visit the east since Xmas.

Mr. O. W. Hembling, the well known implement dealer of Didsbury, accompanied by Mrs. Hembling stopped in Calgary a short time on their way to Ontario about Xmas. Mr. Hembling is only one of a large number of Alberta Implement men to take advantage of a good season last year to enjoy a holiday in Eastern Canada. They will be away about a month.

Early in December Mr. E. M. McCammon, who has been for some years manager of the Alberta branch of the J. I. Case Co., at Calgary, decided to retire

from the strenuous life of an implement man, and resigned his position with the Company. The resignation was finally accepted; and Mr. J. Atkinson, who has been with the same Co. at Winnipeg, was sent up to succeed him, and take charge of the Alberta Branch. Mr. McCammon was well known all through Alberta, having been with the J. I. Case Co. here for six years—so that he will be missed from the ranks. However, his friends all wish him every success in his private venture.

The Alberta branch of the Massey-Harris Co. have been considerably inconvenienced and handicapped through the accident on the C. P. R. whereby a car consigned to them at Calgary containing their calendars, advertising matter and stationery for the year, was burned in a wreck East of Fort William, in December. They had to wire for a duplicate shipment, but of course it takes time to complete these things, so consequently, the Massey-Harris Co. are about two months late in obtaining their supplies.

The Chapin Co. have moved from the premises they have occupied for some years to the fine new brick block on Main Street (two blocks nearer the centre of the city than their old location) which has just been completed by Dr. Blow. The new building gives them a splendid business location and excellent offices, although it will probably be necessary to secure additional storage accommodation further out. It is reported that Mr. Chapin in company with Messrs White and Ovans has since purchased the new block, at a figure said to be \$81,000. It is, as already stated, a fine, new, solid brick building, only four blocks West from the Post Office, on Main Street, has a frontage of 50 feet and is 120 feet deep, four storeys and basement.

Mr. Jas Rennie, the well known Frost and Wood traveller, has returned with his bride after a honeymoon trip to Manitoba and Saskatchewan points. Mr. and Mrs. Rennie were married in Sinaluta on December 18th.

Mr. R. S. Hoar, of Beals & Hoar, Edmonton, spent a day in Calgary recently on his way East for a holiday. If all reports are true "Bob" will have company back and intends to "settle down."

The Frost and Wood Co. completed their transfer here to the Cockshutt Plow Co., on Jan 15, closing up their office here and transferring their collections to

Winnipeg. Practically all the staff was provided for, and they have just moved into their new positions in the fine offices now completed in the Cockshutt building, where extensive alterations have been made. The offices have been transferred upstairs, leaving a fine large showroom on the ground floor, and which at the same time permits a largely increased office room. The offices are very spacious and bright, and beautifully finished in a Flemish green effect. The repair department has been very largely increased, will take up the balance of the first floor, and will be in charge of J. A. Hall, formerly with the Frost and Wood Co.

Mr. Mott, the Western general manager of the Cockshutt Plow Co. at Winnipeg, spent several days in Calgary completing arrangements to open up the Calgary Branch as an independent branch. Mr. J. A. Latimer will continue to act as manager for Alberta and will be assisted in the office by W. E. Hall, until recently general agent for the Frost & Wood Co. here, in charge of the sales Department and offices, and Mr. Yager, of the Regina Branch, who will have charge of the Credits and Collections.

The annual meeting of the Alberta Wholesale Implement and Carriage Dealers' Association was held in Calgary at the Dominion Hotel on Saturday evening, Jan. 8th. There was a large attendance of members present, and a portion of the evening's business was the election of officers for 1910, which resulted as follows:

President:—O. S. Chapin;
First Vice President:—S. H. Roe; Second Vice President:—F. Wright; Treasurer:—J. A. Latimer; Secretary:—W. E. Hall; Executive Committee:—J. A. Latimer, J. A. Brookbank, H. A. Dunn, R. B. Smith, J. Atkinson; Legislation Committee:—W. G. Hunt, J. A. Latimer, J. A. Brookbank; Freight and Transportation Committee:—H. A. Dunn, S. H. Roe, F. J. Watson; Entertainment Committee:—F. Wright, H. H. Rogers, L. P. Winslow; Membership Committee:—J. A. Latimer, R. B. Smith, J. Atkinson.

First mentioned on each Committee is Chairman. President and Secretary members ex-officio of each Committee.

English Immigration.

Immigration problems are dealt with in Emerson Hough's book, "The Sowing." The American's view of England's duty to herself


and to Canada is very cleverly portrayed. After a survey of city conditions in the old land and emigration plans, the author proposes as one that will do the "most good for Canada, for England, and the world," the establishment of farm training schools conducted by the Dominion Government, and financed by Great Britain, where newcomers can remain for a year or two on a semi-self-supporting basis while learning farming and preparing them, in some measure, for citizenship. It would work more easily with unmarried immigrants than with men having families; also by avoiding grouping too many together. Should the proposal commend itself the provinces that are to benefit, knowing their own needs and conditions, would be likeliest to undertake the responsibility of these training stations. Reference is made to the need for men to work in the West, while many are idle at times in Eastern cities.

In brief, Mr. Hough's argument is that indiscriminate immigration of Englishmen from the slums of the old land is unfair to the Englishman and unfair to Canada. It is transplanting to Western Canada the problems of the old world cities. To pick up the slum-grown products of London and Liverpool and the United Kingdom cities and to place them on western homesteads spells failure. Shoulder to shoulder with the virile American settler or the Eastern Canada farmer, he will be forced to the wall, he will naturally drift to the cities and sooner or later Western Canada will have the vexatious civic problems of the old world and the United States on its hands. That is his theory.

Here is his summing up of the situation:

"Four-fifths of England live in towns, one-fifth in the country. That is the way England deliberately plots her own overthrow. It is her own armies that march against her. There is her downfall. There is her invasion. What shall be done with her town dwellers who rot and die, the hopeless poor, the submerged stratum which can never be saved. It were only a fool who could say off-hand that the remedy lies in promiscuous colonization; yet only a worse fool who can dare say that it can lie anywhere else than in intelligent colonization."

Western Canada with advancement along lines laid down by leaders in agriculture is depicted by the author as bound to arrive soon at the stage where mixed farming will rule and help will be required throughout the year. The suggestions offered in this book seem reasonable to those in touch with immigration problems. The book is well worth reading.—*Farmers' Advocate.*



Plowing an acre of land means that it is necessary to turn eight miles of ordinary furrow. To plow a square mile requires 5,200 miles of furrow. To plow a tract five miles square requires a furrow which would reach around the earth at the equator.

With the advent of the twentieth century, the farmer, educated to the labor-saving value of the self-binder, alive to the commercial gain of the threshing machine, grown rich by the advance of harvesting methods, has turned his attention to newer, cheaper and better ways of preparing his seed beds. Animal power, which has served man so faithfully during the generations which are past, is being superseded by a more modern, more efficient and less arduous mechanical power.

Inventive genius and gas engine experts have centered their ability and efforts on this all-important problem—the result has been several types of steam and gasoline tractors designed to furnish greater service in a shorter time than animal power. Of these mechanical powers, one has demonstrated to the agricultural world by actual work in the field that it most closely approaches the ideal mechanical farm power. That power is the International Gasoline Tractor.

These engines are made in three sizes: 12, 15 and 20-horse-power, water cooled by means of a plunger type circulating pump, gear drive, 25-gallon gasoline tank, 58-gallon water tank—enough to last for an entire day's work; drive wheel from 56 to 70 inches. Perfectly adapted for farm work, such as plowing, hauling, threshing, shredding, grinding grain, sawing wood, and other general work, the International Tractor is well-nigh indispensable on many farms. There is big profit for the dealer who secures an I H C contract early.

See the blockman or write the International Harvester Company of America at the nearest branch house for catalogues and further information.

CANADIAN BRANCHES: Brandon, Calgary, Edmonton, Hamilton, London, Montreal, Ottawa, Regina, Saskatoon, St. John, Winnipeg, Yorkton.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

C H I C A G O U S A

**LOWING
LOWER**

A Word to the Wise.

A man familiar to most people is the man with an everlasting grizzle, who sees difficulties where there are none, and generally succeeds in depressing all and sundry with his own melancholy air—"In the farm implement business?"—Yes, but if it is any satisfaction to know, he does not remain there long. He will go the way of his predecessors, and some day awake to realize—too late to be of any real advantage to himself—that success never will be the way of those who cultivate the chronic grouch.

We are reminded of the old lady who always grumbled at the rain—and when met with in fine weather would tender the melancholy information, delivered with a depressing shake of the head, that it "would not last long." It is necessary in these days to act the

hypocrite to a certain extent. If a man feels blue, and that man is on the road—in the implement or any other line, he must not show it, or else his hopes of taking orders for that day are vain. It is said that a man who wears a flower in his coat is a benefactor of the human race. To whom does the sight of a flower not give some pleasure? The feeling may not be expressed, but the almost unconscious delight at the sight is there all the same and the sum total of human happiness is thereby added to. We are not advocating the depletion of your wife's house plants but we do advocate what is of infinitely more importance, that every dealer, be he on the road or in the store, should cultivate the smile that never wears off. The pleasant smile and hearty handshake should not be reserved for the customer who has just given you a big order or the payee of a

long over-due account. Neither should the man whom all your blandishments have failed to move, be regarded on his departure, with a look which would put an iceberg to shame. Remember that the man whom you have failed to make a deal with to-day may be your best customer to-morrow. So, cultivate the buoyant spirit of optimism; give him instead your sweetest smile and heartiest handshake, for therein lies the secret of success.

Brandon.

The Annual Brandon Bonspiel has been a grand success this year. About 50 rinks took part. The ice and weather could not have been in better shape, and some first class playing was done, many of the games having a 13th innings to decide the winners.

Harry McIntosh, of Lochart

and McIntosh, was in for Bonspiel week.

Thos. Hamilton, of Hamilton Bros, implement dealers of Crandell, was also down with his rink.

Edmund Parkin, representative of the Parkin Elevator Co. Ltd., Hespeler, Ont., was in the city in the interests of his company.

Mr. Robert Cochrane, John Deere representative, was a visitor to the city.

John Muldoon, implement dealer of Lauder, was in the city. Mr. Muldoon has been on a trip to the coast, having been six weeks away. He enjoyed the trip, but thinks that Manitoba is still good enough for him.

Mr. John Corestine, implement dealer at Elstow, Sask., was in the city. He reports the prospects

Hero Grain Separators and Smut Machines



The Hero Grain Separator gives satisfaction to every dealer.

Sold Only Through the Dealers

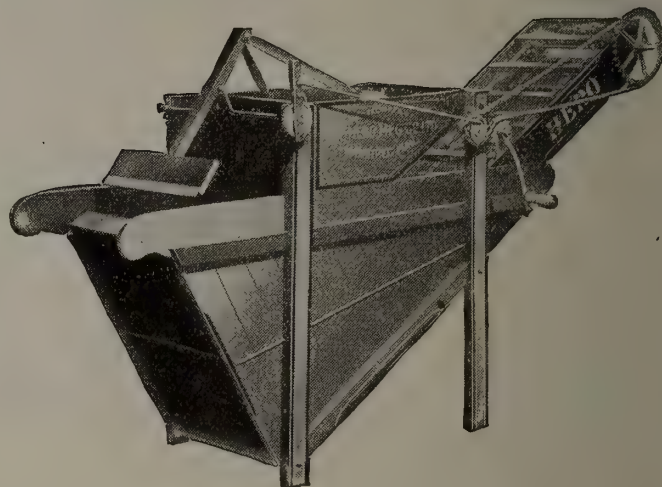
The most thorough seed cleaning machinery manufactured

Every machine is built of the best materials procurable. They excel in thoroughness of work and clean oats from wheat perfectly. No other Separator can compare with the "Hero" for reliability and efficiency. They give satisfaction to every user and bring new business to every seller. If you want the grain separator trade of your district handle the "Hero."

The principles of the HERO smut machine are scientifically correct. The solution must come in contact with the smut spore or the treatment is a failure. The smut balls must be skimmed off or they will pollute the treated grain.

BUY A HERO AND TAKE NO CHANCES.

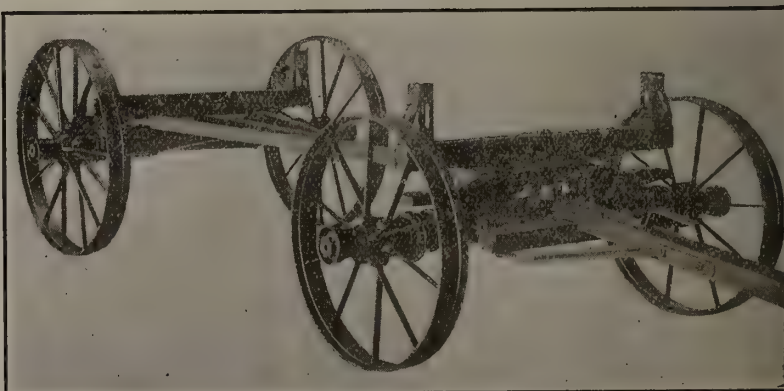
**HERO MANUFACTURING CO. LTD.,
WINNIPEG**



Bell's Steel Wheel Truck Wagon Gears

Will stand the Searchlight. The most critical examination will result in their favor. They are manufactured and finished, not just thrown together. They are strong and heavy, having a standard $3\frac{1}{2} \times 11$ inch wagon arm. Strong, wide grooved tired wheels with staggered oval spokes. Compare it with others.

A few each of our Land Rollers, Truck Wagon Gears, Harrows, Scufflers, Wheelbarrows, etc., soon make up a carload and are saleable this spring and early summer. In connection with this we have a regular club plan of selling, which will save you money.



Write us for full particulars.

B. Bell & Son Company, Limited, Winnipeg

as looking favorable for a good spring business.

Mr. J. C. Hyndman, manager of the International Harvester Co. here, is on his annual trip to the head office at Chicago. Mr. Hyndman has been appointed authorised agent of the North-West Commercial Travellers' Association, and will issue travellers' certificates for 1910 to eligible members.

McDiarmid and Clark are erecting a new sash and door factory, and are making a push to have it ready to take care of the first spring orders.

A new company known as the Brandon Auto Garage has been organized in the city and are now looking for orders. Mr. J. Parker of Pipestone will be manager, George Ager, secretary-treasurer, and Mr. Wilson will be in charge of the garage. Twelve Russell cars have been ordered and a demonstrator will be in the city. As soon as the cars arrive, Mr. Wilson will start a class of instruction on automobiles and gasoline engines. Machinery to the value of \$2000.00 will be installed in the garage at the corner of 12th Street and Princess Ave.

The new heating plant of the C. P. Ry. is now completed. The power house, which is on the north side of the tracks, is connected with the depot buildings by underground pipes and all the buildings will be heated with steam by the plant. It will also be used for heating the coaches, which in the past have been heated by stoves. The plant when completed will be up to date and will cost between ten and twelve thousand dollars.

Mr. F. J. L. Harrison, secretary of the Western Canada Fire Underwriters' Association, met the city council at a special session to take up the matter of a reduction in insurance rates in the city, and as a result of this conference, the Board of Underwriters at Winnipeg has agreed to put the rates at Brandon on the same basis as they are in Winnipeg. This will mean a considerable saving to our residents generally.

The building figures for Brandon were in 1907, \$704,290; 1908, \$328,236; 1909, \$450,000.

In 1906 \$32,308 was spent on improvements of sanitary conditions; in 1907, \$33,530; 1908, \$38,819; 1909,

\$41,000, an increase in three years of 23 per cent.

Foreign goods purchased in Brandon in 1905 were valued at Custom revenues were, in 1901, \$31,543; 1906, \$151,624; 1907, \$157,396; 1908, \$178,353; 1909, \$199,555; 1909-10 \$288,509. \$148,396; increase in nine years 354 per cent.

The population in 1901 was 5,620, in 1906, 10,408; 1907, 10,750; 1908, 11,282; 1909, 13,000. An increase in nine years of 131 per cent.

Mileage of water mains in 1907, 16.35; 1909, 19.35.

Mileage of sewers in 1907, 14.00; 1909, 16.77.

Miles of sidewalks in 1907, 26; in 1909, 31.5.

Enrollment in the public schools was in 1908, 1,494, in 1909, 2,078.

Increase in the rateable value from 1904 to 1909 is given as 181 per cent.

Increase in postal revenues from 1905 to 1909 is given as 42 per cent.

Mr. R. Sylvester, of the Sylvester Manufacturing Co., is in the city. It is reported that the sale of their property at the corner of 8th and Princess Ave,

and the property adjoining the C. N. Ry. track is now pending. The Eighth street site is considered one of the very best on the street, and is being held at a high price.

A Winter Fair Horse Sale is announced to be held in the Winter Fair building on Tuesday and Wednesday, March 15th and 16th, under the auspices of the Winter Fair Association. The auctioneer will be Mr. T. C. Norris. It is intended to make this sale the biggest of the kind ever held in the west, and, with the object of inducing buyers from Manitoba and Saskatchewan, arrangements have been made with the railway companies for special passenger rates.

Mr. George E. Wilson, of Stillwater, Minn., manager of the North-West Thresher Co., has been in the city. He says last year's business exceeded all expectations, and that the outlook for the coming season is first class. He expects quite as great an emigration of Americans into the West this year as last, and a demand for machinery which will tax the capacity of all the large machinery firms to supply.

The Brandon Gas Company has decided to lay about 13 miles



Rear View of Avery double undermounted Engine and 10 bottom Gang

If you are looking for an all-round engine for traction and belt work of all kinds you cannot find anything to equal an Avery Double Undermounted Engine.

There is a handsome profit for the retailer in our Agency.

EVERY COMPANY, PEORIA, ILL., U.S.A.

WRITE OUR CANADIAN JOBBERS FOR CATALOGUE:

HAUG BROS. & NELLERMOE CO., LTD., Winnipeg, Calgary.

THE AVERY UNDERMOUNTED PLOWING ENGINE

meets the requirements of the Alberta Steam Boiler Act in every particular. And it also meets the demand for a more powerful, more reliable engine to withstand the enormous strains of steam plowing.

As easy to handle as a Locomotive.

No Pulling Strains on the Boiler.

**MADE THE ONLY PERFECT PLOWING
SCORE AT THE 1909 WINNIPEG
AGRICULTURAL MOTOR
CONTEST.**

The Avery "Yellow Fellow" Separator carries many special features, causing it to be known as the "Great Money Maker, Grain Saver, and Grain Cleaner."

of pipes the coming season, and it is understood the contract for the work has been let to A. E. Bullock, who had last year's contract. With the work contemplated for the coming summer completed, the principal business and residential districts will be well served with gas for all purposes. The Gas Co. will also greatly increase the facilities of the power house. The work of extension will be commenced as soon as the weather permits.

It is reported that Mr. John Muldoon, of Lauder, has sold his implement business to Mr. R. J. Rutledge.

Mr. A. E. Bullock, contractor, is taking out a permit for the construction of an apartment block to cost about \$25,000. The building which will be erected at the corner of 14th street and Princess ave., will be modern in every particular, and it is expected every apartment will be rented long before the building is ready for occupation.

The weather for the month of January has beaten anything in the memory of the oldest old-timer. No snow storms, no blizzards, and the thermometer rarely below zero.

Business is again looking up and orders for drills and plows are coming in fairly well and the prospects for the spring trade good.

Collections are slow, but a good many notes are likely to be paid before seeding, making a fairly good percentage for the whole season.

Wealth of the Golden West.

Mr. D. D. Mann, Vice-president of the Canadian Northern Railway, writing to the "Annual Survey of Financial and Commercial Affairs" by "The Globe," Toronto, gives interesting figures, and paints in glowing colors the prospects of the three prairie provinces.

He writes as follows:

The prairie provinces are playing

an increasingly important part in the commercial welfare of the Dominion and it is only natural that their trade conditions should be carefully studied by those interested in Canada's prosperity.

In July last, after a trip to the West, I made a statement that from the then present indications the 1909 wheat crop of Manitoba, Saskatchewan and Alberta would probably be 140,000,000 bushels. Some of the grain statisticians expressed the opinion that my estimate was much too high, and predicted that it would not be realized. Unfortunately the latter part of the crop-growing season was not altogether favorable, hot winds causing some damage to the unripened grain. In spite of the unfavorable weather the results have almost borne out my estimate.

By the courtesy of the Deputy Ministers of Agriculture of the several provinces, I am able to give you their last estimates of the 1909 wheat crop, which are as follows:—

Provinces	Bushels.
Alberta	8,250,000
Saskatchewan	84,000,000
Manitoba	45,774,707

Total 138,024,707

These estimates are official returns, and I understand are final, with the exception of Saskatchewan, the complete returns of which will not be ready for about two weeks.

The railways carried that portion of this crop offering for shipment to Port Arthur and Fort William before the close of navigation, December 10, with greater facility than in former seasons, and I am pleased to be informed that in the history of the trade there has never been less complaint on the part of grain dealers and farmers of car shortages and delays in shipments. This may be taken as an indication that the railways are increasing their facilities to accommodate the growing output in the West.

Pay Cash.

The dealer who can do business on a cash basis can always secure better terms than the man who requires an extended period to settle his account with the wholesaler. The bargains obtained by great houses having ready money always on hand are amazing, and so, in a smaller way, the retail dealer who pays on the spot gets bargains in the wholesale world. A reputation for paying cash is in itself an asset of very great value. The credit men don't have to figure out whether it is safe to trust such a man, and nine times out of ten he gets a better deal from his wholesaler. The question of giving credit enters into almost every business at some time, and it is impossible to make a rule never to extend it, but when it is necessary there should always be a well understood and binding agreement as to payment signed at time of purchase.

No Longer Handle Wind Mills.

The Cockshutt Plow Co. have decided to discontinue handling Wind Mills to the trade in connection with their western business, and the Goad; Shapley & Muir Co., are therefore opening a Western Branch in Winnipeg to handle their own line of Wind Mills and Gasoline Engines. They have secured office space in the Cockshutt Plow Company's building, and this company will also store and tranship their goods at Winnipeg and all western distributing points.

DEALERS!

DON'T FORGET

The Annual Meeting and Convention of the

Interprovincial Retail Implement Dealers' Association

which will be held in the

Royal Alexandra Hotel, Winnipeg

Tuesday, Feb. 15

1910, at 10 a.m.

PROGRAMME

President's Address

Secretary-Treasurer's Report

Election of Officers

Discussion relative to the formation of a Mutual Fire Insurance Company

Question Box

Luncheon

In order that arrangements may be completed for the luncheon notify the Secretary if you will be present.

John Crawford, President

F. D. Blakely, Secretary
822 Union Bank Bldg., Winnipeg

The Canadian Peters FORCE PUMP

Is King of Double Cylinder Pumps.

**SIMPLE
DURABLE
POWERFUL**

Suitable for any depth of well.

Never loses its prime. No packing box to leak.

Discharges twice as much water as any single acting pump with half the labor.

Has seamless brass cylinders.

Is the easiest selling pump on the market.

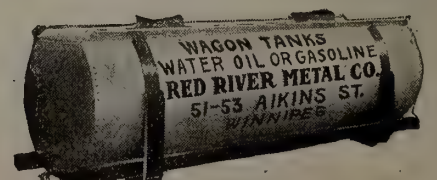
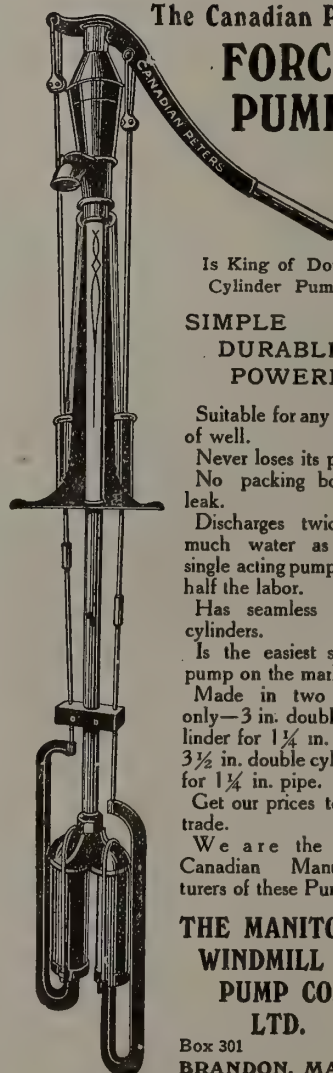
Made in two sizes only—3 in. double cylinder for 1 1/4 in. pipe; 3 1/2 in. double cylinder for 1 1/2 in. pipe.

Get our prices to the trade.

We are the only Canadian Manufacturers of these Pumps.

**THE MANITOBA
WINDMILL &
PUMP CO.
LTD.**

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BRANDON, MAN.

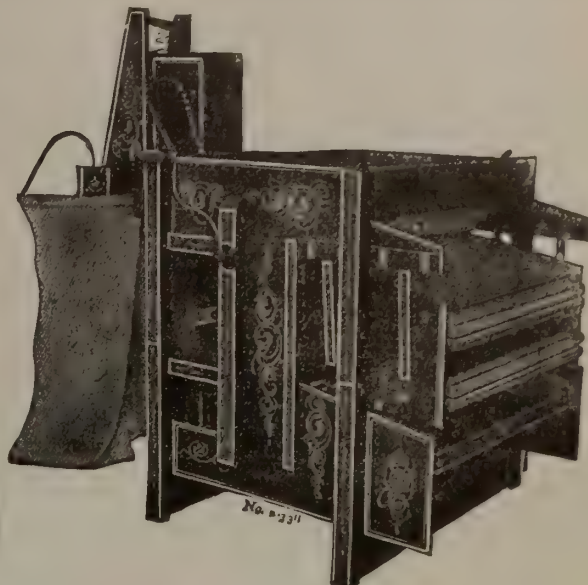




No. 1834 Special
"A Tony Buggy—The best that's made."



Grain Picker
For either Bluestone or Formaline.



The Chatham Mill
Grades and Cleans all kinds of grain to perfection.

THE SEASON IS NOW APPROACHING when demands for our lines from customers will become exceedingly active. The volume of enquiries is daily increasing. Our line comprises High-Grade light vehicles of all sizes and descriptions. We can fill any demand for Carts, Road Wagons, Traps, Democrats and a special line of Delivery, Milk, Bakers and Laundry Wagons, etc. Also Fanning Mills, Kitchen Cabinets, Farm Scales, Grain Picklers, Vacuum Cleaners, etc. Very satisfactory prices and terms, together with exclusive territory to Agents. Write to-day.

GRAY-CAMPBELL LTD.

TEMPORARY OFFICES 400 JESSIE AVE., WINNIPEG

LARGE STOCKS AT WINNIPEG. BRANDON, MOOSE JAW, SASKATOON, CALGARY. EDMONTON, VANCOUVER.



Do You Know Why Farmers Demand McCormick Grain Binders?

Farmers understand grain binders from A to Z. They demand a machine that will cut the shortest as well as the longest grain.

When a farmer goes to buy a grain binder, the first feature he examines is the reel adjustment. He knows that it is highly important that the machine he buys should have a range of reel adjustment sufficient to force the shortest grain upon the platform.

Examine the McCormick reel adjustment very closely. It not only works very close to the guards but it has a convenient device for taking up sag. This feature appeals to every farmer.

Farmers are also vitally interested in knowing whether the machine they buy will elevate their grain. The McCormick will do this perfectly. The McCormick three-point floating elevator appeals to every practical farmer.

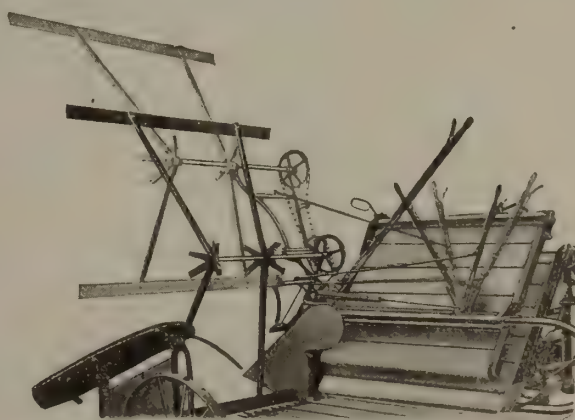
There are other McCormick features that are especially meritorious. The McCormick has three packers. You will want to examine them. You will be interested in the improved McCormick knotter and you will want to know more about the McCormick line.

The McCORMICK LINE comprises:

Binders, Mowers, Rakes, Stackers, Drills, and Tillage Implements.

It is a money-making line. Investigate.

Take up the proposition of handling the McCormick line with the International blockman. Ask him about our contract, and for terms and territory. If more convenient, write nearest branch house for particulars.



This is the reel that gets the grain. Note—It never sags

WESTERN CANADIAN BRANCH HOUSES:
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INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO

U.S.A.



A Talk on Insurance.

"But yet I'll make assurance doubly sure, and take a bond of fate," wrote the great Elizabethan dramatist. Little could it be imagined in those days what literal application was to be given to the words. From small beginnings, the practice of insuring against all possible contingencies that can happen to life or property has become universal. From little beginnings, insurance companies have grown into tremendous financial institutions. The capital has in many cases doubled itself again and again. While ostensibly the idea was to provide a certain sum to meet certain contingencies that may arise or others that were bound to happen, such as death, the law of averages was applied. It can be readily

understood that a good margin was at all times allowed to cover expenses—and leave a substantial turnover for the shareholders of the companies concerned. The immense profits accruing soon brought to the companies great wealth, and to avoid the declaration of dividends bringing to a too glaring light the earnings made, the old plan of watering the capital was resorted to and the original shareholders waxed fat at the expense of the unsophisticated and uncomplaining policyholder. But as usual this abuse of confidence soon brought its own antidote and there rapidly rose into being societies formed on a mutual basis—and to the surprise of all it was found that while offering insurance at a lower rate, sufficient was left to defray all expenses on a generous scale, and besides, after

leaving substantial amounts for reserve funds, the societies were enabled to distribute among the policy-holders substantial uniform amounts to be added to the policies, as reversionary bonuses, or, in lesser amounts, to be conceded as cash bonuses. The insurer was also allowed, more especially in contingent policies such as fire, accident and general casualty risks, the option of reducing the annual premium on the policy. This procedure gave a great deal of satisfaction as the result enabled the insurer to obtain the maximum of protection at the least possible cost. The knowledge thus acquired was the means of opening another chapter in the history of insurance. Whereas formerly all and sundry who applied were accepted at uniform rates, movements were set on foot for the formation of mutual associations that would only accept strictly classified risks. In life insurance, for instance, statistics proved that clergymen attained a greater average age than men in other walks of life. As an example, taking the average mortality of males per 1,000 engaged in different occupations in the three years 1890-91-92 at ages 45 to 55: The mortality rate of clergymen was found to be 10.52 per 1,000, while on the other hand the lead-worker reached 37.62. Thus insurance organizations were formed among themselves for their own protection. The same principle was applied to every phase of insurance work. It was found that certain professional classes are less subject to accidents than others—that certain building properties are less subject to fires owing to the nature of the material of which they are constructed. The percentage of casualties of any kind in the different professions or buildings, as the case may be, can be easily obtained by reference to the usual government publications, thus there is no difficulty whatever experienced in the fixing of a premium rate sufficient to create the fund that would meet any claims as they arise. The exorbitant exactions, over and above the required amounts made by companies who looked upon dividends as their chief objective, made the formation of organizations on a mutual basis an absolute necessity.

To-day this class of insurance organization is becoming more and more recognized as the only satisfactory basis to work upon. It is obviously unreasonable to the last degree that the owner of houses of

bricks and mortar should share his risk with the contents of a millinery establishment. And it would be equally unreasonable for an implement dealer whose stock in trade—built of steel and iron, and generally-speaking easily removable, should share his risk with that of the farmer's stack of wheat. The position is that the implement dealer's stock, though infinitely more valuable in proportion to the space it takes up, is far less liable to heavy loss through fire than the majority of other merchandise. Thus, the only possible solution to the question is for the implement dealers to form, or join, existing mutual associations for their own benefit that would consequently be able to provide the maximum amount of insurance cover at the minimum amount of cost.

Making Wire.

Bars of metal four inches square are heated and passed while hot and plastic through rapidly revolving rolls, reducing them to wire rods which vary from one-quarter of an inch to an inch or more in diameter, depending upon the finished size of wire wanted.

These rods, which are formed into coils as they pass through the rolls, are dipped in acid baths to remove loose scale and provide a lubricant for drawing. Drawing consists of pulling rods while cold through holes of gradually increased diameter drilled in steel plates. During this process the particles of metal become elongated and strained, making the wire harder and more brittle. To restore it to a proper temperature it is necessary to heat or anneal it.

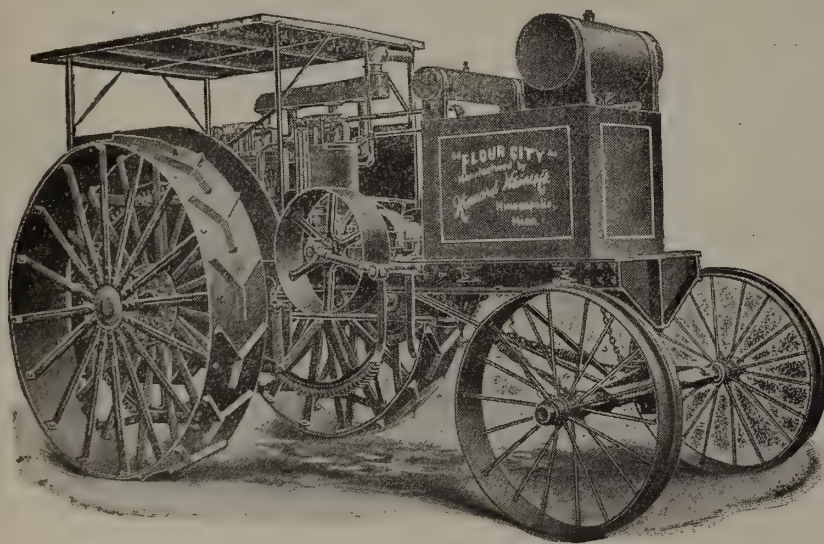
When a fine diameter is required there must be repeated annealings and drawings. This may be done until the bar, which was originally four inches square and four feet long, becomes reduced to a diameter of a single thousandth of an inch and extended 13,000 miles in length. Before so fine a size of wire is reached the wire will cut into the steel of the die plate, so the usual die plates must be discarded and the drawing continued through holes drilled in diamonds, the diameter of these diamond dies decreasing by fractional parts of a thousandth of an inch. This wire affords a striking illustration of a material made more valuable by the application of labor. From the time the bar of metal enters the furnace nothing is added to it. All the work is done with one article, which is passed through rolls and drawn through die plates until it is finished.—*Chicago Tribune.*

AN UP-TO-DATE PLOWING AND GENERAL FARM ENGINE

THE "FLOUR CITY" TRACTOR

Twice Winner of the Gold Medal

The "Flour City" was awarded the highest prizes in the two contests held in Winnipeg in 1908 and 1909 in competition with the leading manufacturers of Gasoline tractors of two continents.



The "Flour City" is a four cylinder, four cycle engine of the most Modern Design and Construction.

The winning of the Gold Medal two years in succession has put it in the lead.

It has now passed through its second year of strenuous work in the field, and has demonstrated in the hands of hundreds of farmers the fact that it has "Made Good" its Gold Medals.

Multiple Cylinder engines admit of light construction.

Large Diameter drive wheels insure greater tractive power, thus producing an engine of Maximum power and Minimum weight.

It is 5000 pounds lighter than the average tractor of equal H. P., propels itself at a less fuel expense, does not pack the ground so hard and will pass over low and sloughy places where others dare not venture.

Our 30 H. P. is a popular size for medium farms. Our 40 H. P. is more desirable for farming on a large scale.

If you are going to sell a Tractor for plowing, look up the "Flour City". It possesses more good points than all other tractors combined,

FOR CATALOG OR INFORMATION WRITE

KINNARD-HAINES CO., 830, 44th Ave. N. Minneapolis, Minn.

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Ontario Wind Engine & Pump Co. Ltd.,

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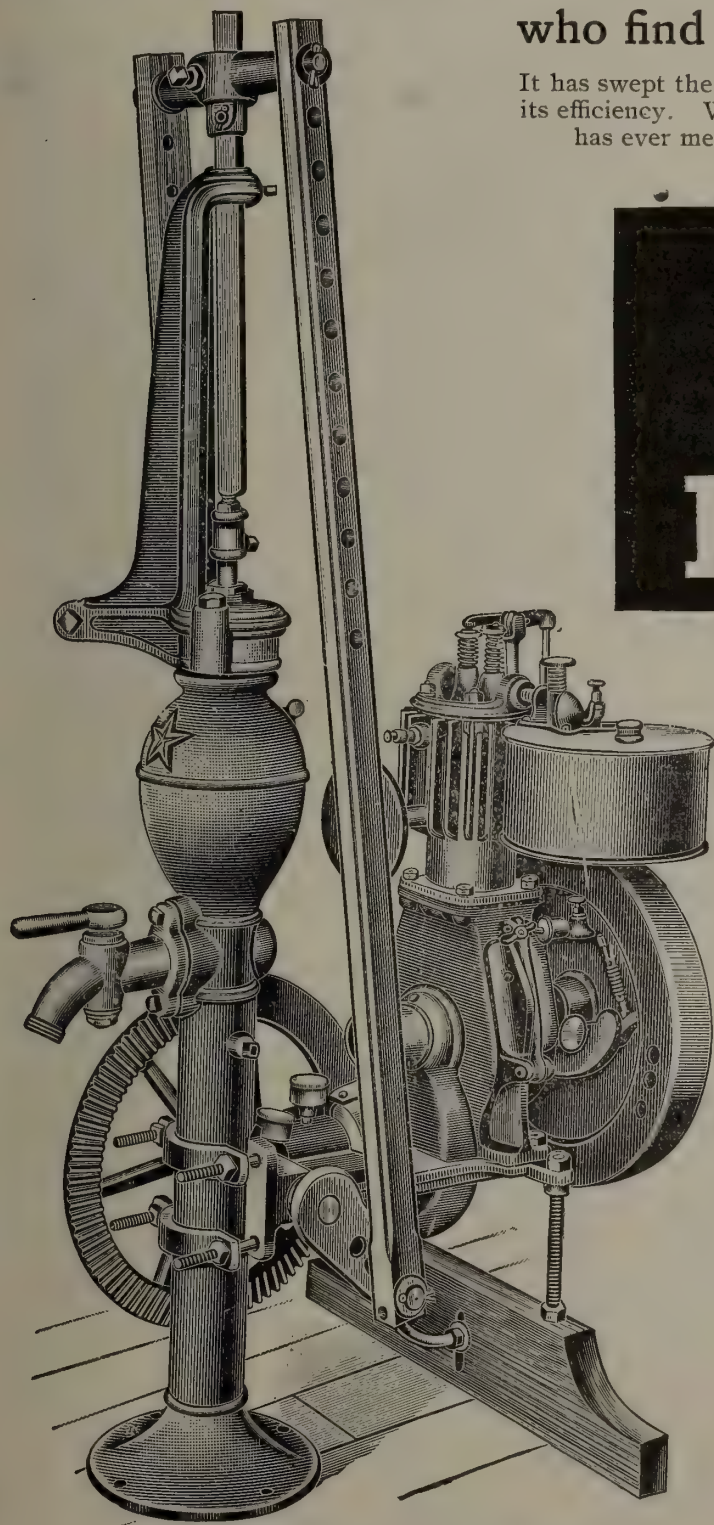
TORONTO

THE FASTEST SELLING —GASOLINE ENGINE—

The Fuller & Johnson Farm Pump Engine, less than a year on the market, is **first in sales** to-day. It is proving a bonanza for dealers, who find it in great demand.

It has swept the farmers off their feet because of its novel construction, its convenience, its efficiency. Wherever placed on exhibition, they swarm to see it perform. No engine has ever met with such immediate and widespread sale. It's absolutely unique.

Fuller & Johnson Farm Pump Engine



Complete in itself! Needs no pump jack, no anchor posts, no cement foundation, no belts, no towers, no arms. Means "good-bye" to windmills. Our tremendous advertising campaign in farm, stock and dairy papers reaches millions of farmers **every week**. The thousands of letters received from these advertisements are at once turned over to our dealers. Sales are simply enormous.

Let's get together

We want to hear from the liveliest wire in your town. Write for our Big Proposition. You will hear something worth while. Write now or you may lose out on the agency.

Made and Guaranteed by
Fuller & Johnson Mfg. Co.

Established 1840

MADISON, Wis.

Patented June 15, 1909. Others applied for

STEWART NELSON CO., LIMITED,

Dept. C. WINNIPEG and BRANDON.

Value of Promptness in Business.

Promptness is sometimes more honored in the breach than in the observance, and frequently retail dealers are derelict in their duty in this respect and need a stimulant applied where it will do the most good to urge them to perform their allotted tasks at the proper time and in the proper way.

Promptness, says a writer in *Farm Machinery*, enters into the conduct of a retail business in a number of different ways, all important and all contributing in a great degree to the development of one's business. It may be said, perhaps, that this quality is more important than almost any other and offers opportunities for successful development surpassing almost anything else that can be invoked to help one's trade forward.

Be prompt in the payment of bills. A dealer can do nothing that will help his business so much as to pay his bills promptly. Discount them, if possible, but at least pay them when due. Every time a bill runs

over its time it creates an unfavorable impression of you and your business, and reduces your chances of obtaining credit in the future. Manufacturers and wholesalers will give you credit, no matter if you do take advantage and extend the payment without their consent, but you pay doubly for this really stolen privilege and you had far better buy less and pay promptly and obtain such concessions as you can under those conditions.

Prompt payment is enjoined not alone for bills for merchandise, but for every other bill as well. Keep them all paid up and they can't trouble you, and you will not be in the position of worrying about anything. Do business in a business way, paying your bills promptly, incurring only such obligations as you can meet when due. Then you will be independent and whatever you have when all payments are made will be yours. Prompt payment of bills is one of the strongest influences toward improvement and expansion any one can invoke, and if you only think so you can reckon

it among your valued assistants. It doesn't cost anything to do this. In fact, if you discount your bills it will be a source of profit.

Be prompt at your store. It doesn't matter how good and how faithful your employees are, you must be there yourself or your business will not go on as smoothly and as economically as it should. Your presence will be the determining factor in a thing of this sort, and it is plainly your fault if you permit your absence to interfere with the conduct of your business. It is not necessary that you remain at the store every minute, but you should be there promptly in the morning and you should insist upon your employees doing likewise. In this direction, too, promptness is essential to the highest success.

See that your employees are prompt. They can filch a good deal from you by failing to get in on time. It may be only ten minutes for each employee, but six of them would rob you of an hour, or half a day each week, twenty-six full days in a year. If you even suggested that the six of them were taking a month of your time by failing to be prompt they would indignantly deny it, but that is exactly what six clerks can do every year. The unfortunate feature of it is that in many instances they are doing it, thoughtlessly perhaps, but none the less certainly. Insist upon promptness in getting to business in the morning. It will make considerable difference in the profit side of the ledger.

Be prompt in serving your customers. Don't let them wait. If you can't attend to them as soon as they enter your store excuse yourself and say when they can be waited upon. Many people have left a store because of failure to do this, and it must be admitted that they are justified in doing it. Be prompt in service and see that your employees are equally so. It is a profitable asset and exerts a powerful influence in holding what trade you have and attracting new customers. Buyers will walk blocks out of their way for courteous and prompt service and dealers who insist upon it are invariably more successful than those who do not. To be prompt in this direction costs practically nothing, and it yields a liberal return.

You are then entitled to go a bit further and insist that your customers be equally prompt. Your credit department should be so arranged that you will receive payment promptly for the goods you

sell. Unless you do, your own promptness will fail of its purpose and you may obtain increased business, but your profits will not expand proportionately. Promptness must be exacted of the slow-paying customers, the same as you set a standard of promptness for your own business. It is only just and right, and deserves to be enforced as vigorously as you enforce it upon yourself and your employees. Promptness on one side unaccompanied by the same desirable quality on the other is quite likely to seem flat and altogether unprofitable. Enforce it on the other side then and insist that your injunctions be obeyed.

If promptness be made a feature of the development of your business and your establishment becomes an example of promptness in all things connected with the business then you will receive benefit and will make your method a habit which will benefit anyone who comes in contact with you.

The essential of any business is promptness, and the business which succeeds in the highest meaning of the term will be found conducted upon lines similar to those laid down here, lines which will make promptness a controlling factor in the conduct of the trade and will insist that everyone connected with the establishment, no matter how remotely, follow this direction, and that every one become imbued with this beneficial quality.

Canadianizing American Industries.

The new treaty of commerce between France and Canada has now been ratified and there are already signs of substantial good resulting to the Dominion through its agency, both directly and indirectly. Indirectly in that there is already evidence of an increased flow of American capital into this country through the erection here of branch factories of United States manufacturing industries. Three of these industrial concerns have already decided to establish branch factories in Canada, which will add considerably to the implement manufacturing trade of the Dominion. The movement to this country of these industries will likely have a beneficial influence upon the government at Washington, and may be the means of the United States Congress considering the advisability of again taking up the question of reciprocal trade relations with the Ottawa government at an early date.

Planet Jr.

Planet Jr implements are the greatest time-savers and labor-savers ever invented for the farm and garden. They frequently do six men's work, and do it better than by ordinary methods. Over two million farmers and gardeners have found this out by actual use. You can't afford to be without a Planet Jr.

No. 17 Planet Jr Single-Wheel Hoe is a most handy and effective tool for garden cultivation. A fine tool for working close to crops, especially in late season. No. 81 Planet Jr Horse-Hoe, Cultivator and Furrower is a great implement for cultivating and hilling crops up to 4 feet apart. Compact, strong, and steady-running. Does just the kind of work you want. Get the Planet Jr 56-page catalogue for 1910. It is free. Write today.

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No. 17

No. 81

Write for the Name of our Nearest Agency.

**BURTON'S
SAWS**

ARE POSITIVELY
THE BEST

Because they are tempered by an entirely new process, where the heat is registered by an electric pyrometer while the saw is clamped under many tons hydraulic pressure in a revolving furnace, which absolutely guarantees uniformity, assuring every part of the saw being tempered alike. There are positively no hard or soft spots in our saws. This method gives the saw greater toughness and makes it retain a keener cutting edge than any other known process. If interested write for catalogue and prices.

THE A. J. BURTON SAW CO., LTD.
VANCOUVER, B. C.

Canada must have Railways.

Sir William Whyte has contributed an article to Engineering on the transportation systems of Canada. He says:

"The greatest problem of to-day in Canada is that of providing ample and cheap transport for her agricultural, mineral and forest productions from the interior to the sea, and so to the markets of the world. Important as inland navigation may be as an aid to this enterprise, it cannot possibly compare with railway development in actual and potential results.

"Apart from that development, the one united Dominion must have remained a dream; thanks to the rapid and efficient communication furnished by railways widely-scattered provinces are knit together in friendly and helpful union, literally by "bonds of steel" which stretch from the Atlantic to the Pacific, and reach farther and farther north each year. Regions which would otherwise have remained inaccessible and unproductive have been turned into new provinces, whose fertility and future development it is not easy to forecast and practically impossible to exaggerate.

"Progress in railway development

has been remarkable since federation was accomplished forty-two years ago. The earliest great railway system of Canada—the Grand Trunk—had its beginning in 1845; in 1907 it was working about 3,600 miles within the Dominion. In association with the government it is now engaged on the construction of the Grand Trunk Pacific line, which will cross the continent wholly in Canadian territory, and have a length of 3,600 miles, exclusive of branches.

"The story of the Canadian Pacific is well known, and need not be repeated; the influence which its existence and working have had upon the prosperity of the Dominion has been enormous and beneficial since its opening in 1885, and experience of its effect has led to the promotion of other trans-continental lines. In June, 1907, the total length in operation was nearly 9,000 miles, and the company owned in addition great lines of steamships employed on Atlantic and Pacific services.

"The Canadian Northern Railway system represents one of the most striking examples of recent railway development in the Dominion. In 1907 it was working nearly 2,600 miles in the North-Western

Provinces, about 150 miles in Ontario, 500 miles in the Province of Quebec, and 430 miles in Nova Scotia and Cape Breton, making a total of nearly 3,700 miles. In 1908 its mileage on the main system was reported to have increased to nearly 3,400 miles, and the total length in operation has become 4,800 miles. The North-western Provinces have given substantial assistance to this great system, and its promoters are said to aim at a complete trans-continental route, as well as the development of railway communication to Hudson's Bay, and the establishment of a line of steamships therefrom to Great Britain.

"Besides these three great railway organizations, which in 1907

controlled about 75 per cent. of the mileage in operation, there are a number of smaller companies.

Still Another Railroad.

It is said that certain American and English capitalists are considering building a railway from Winnipeg to the Yukon. The line would be two thousand miles in length and would cost fifty million dollars. It is claimed that the Peace River Valley and the mineral wealth of the Yukon country would provide lucrative traffic for the road. It is unknown to what extent the scheme has been considered. J. J. Hill and Jos. E. Leiter are among the American financiers interested; Lord Fitzroy is one of the English promoters.



LIVE DEALERS will sell Cater's Wood and Iron Pumps, Star Windmills and Gasoline Engines

because they are of the Highest Grade and
Lowest in Price

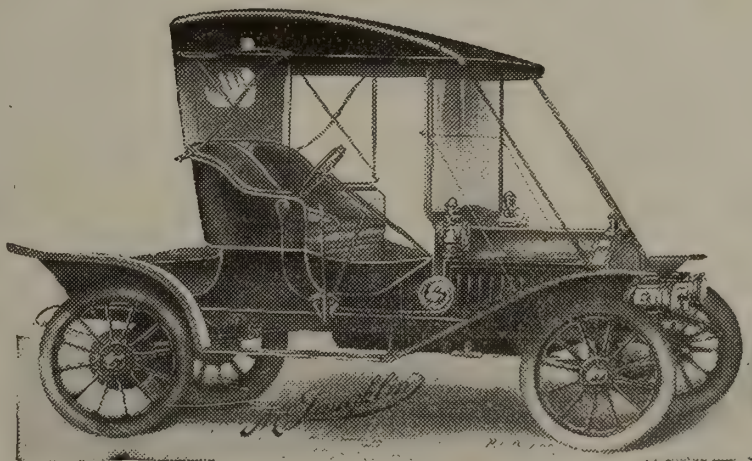
Write for our Special Cash Price

Address

Brandon Pump and Windmill Works,
H. CATER.....Proprietor
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McLaughlin Carriages
need no introduction.
They have always set the
pace and still lead. Ask
for our new 130 page
Catalogue. It illustrates
many new attractive
designs for 1910.



\$1,100.00 to \$8,000.00

An Automobile to suit all
classes of buyers.

The most popular, reliable
line of cars in Canada.
They have an unbroken
record of successes in
Racing and Reliability
Contests.

TO BONSPIEL VISITORS

Call at our show rooms and garage and inspect our 1910 models. Address your mail
to our care and make our offices your headquarters whilst in town.

THE McLAUGHLIN CARRIAGE CO., LTD.

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Garage: Cor. Portage and Maryland. Phone Main 8484.

Down Town Office and Salesroom 212 Princess St. Phone Main 783

FACTORY: Oshawa, Ont. BRANCHES: Toronto, Montreal, Hamilton, St. John's and Calgary.

Development of the Plow.

The first appliance for tickling old Mother Earth was the "crooked stick", and in some parts of the world an instrument so primitive is still in use. Plows of this type are in fact pictured on Egyptian monuments. The first plow was roughly hewed from a forked tree. One branch formed the beam, the other, cut off and sharpened, the share. The tail end was trimmed off to serve as a handle. Advancing from these early times to a period from 2000 to 3000 years ago, we find as a prevailing type a block of wood, cut wedge-shape, serving as the bottom, to which were attached the beam and a single handle. In parts of South America wooden plows of this description, with iron points and one handle, are in use to-day.

The ancient plow simply loosened the soil. The modern plow cuts a furrow and turns it over in such a way as to leave fresh soil on the surface. The colonial plow, which was used on this continent until the beginning of the nineteenth century, had its origin in English ideas of construction. The point was of wrought iron, sometimes tipped

or edged with steel, but the moldboard and other parts were of wood, the moldboard being sometimes covered with sheet iron.

To Charles Newbold, of New Jersey, belongs the credit of the first cast iron plow, the share and moldboard being in one piece. This innovation was, however, a failure, as the cast iron point wore out so quickly as to make the cost of renewal and repairs too heavy for the average farmer to bear.

In 1813 a still further improvement was made when Richard B. Chenaworth, of Baltimore, patented a cast iron plow in which the share, moldboard and landside were cast in separate pieces. The steel plow came as a result of the movement westward of the farming population, when it became necessary to modify the form of the moldboard on account of the tough prairie sod. In about 1833 John Lane constructed a plow using the steel from an old saw for the moldboard and share, and fastening these to an iron frame. He secured in 1863 a patent on soft centre steel which is used almost universally at the present time for the manufacture of tillage tools.

In 1837 John Deere, working along much the same lines, built a steel plow from an old saw, afterwards establishing the factory which bears his name.

To John Deere and James Oliver

belongs the distinction of having, by their life efforts, brought the American plow to its present position as a perfect agricultural implement and a commercial success.

The chilled plow was not manufactured until 1855, by James Oliver, of South Bend, who found the secret of hardening the surface of cast iron. The chilled plow was not at this time an unqualified success as it lacked the strength to stand the hard usage a plow receives in the field. Its efficiency was, however, improved from time to time until a casting chilled right through was produced and Mr. Oliver had the satisfaction of seeing his efforts rewarded by a plow in which the wearing and scouring qualities made it a complete success.

The sulky and gang plow have only recently come into general use although a successful wheel plow was invented by F. S. Davenport in 1864. There is no doubt this invention has added greatly to the comfort of the farmer, and they are, in fact, superseding the walking plow for farming operations on a large scale. There is, in addition, the advantage that the wheel plow can be obtained in gangs of two or more bottoms.

The engine gang plow has of late developed into a most successful implement where used on large farms and reasonably level land. Powerful engines with traction wheels of great width haul as many as 14 bottoms and are capable of plowing 30 to 40 acres in a day. In this connection the very latest in the field is the gasoline tractor, which promises to be a serious rival to the steam engine for plowing and traction purposes.

A remarkable evolution in the

plow is the use of discs, which penetrate the earth as they advance and at the same time revolve on an axis. It is claimed for these plows that a great deal of friction is eliminated, thus making the draft lighter.

Messrs. Cravath, of Bloomington, Ill., are credited with having patented the first workable disc plow. This implement has, however, been greatly modified and improved in recent years.

The Hudson's Bay Route.

A report has just been issued by the Department of Railways and Canals on the proposed Hudson's Bay railway. Briefly the proposition is to connect Le Pas, 300 miles from Winnipeg, with the mouth of the Nelson River, a distance of 410 miles. Elevators would be built at this point to operate in conjunction with a direct line of steamboats to England. It is estimated by Mr. Butler, in his statement to the Federal House, that the line, including equipment and terminal facilities, would cost \$25,000,000.

The main object of such a road would be to provide a quicker and cheaper means of marketing the grain and other products of Western Canada.

It would be difficult to imagine anything of more vital importance to Canada in general and the prairie provinces in particular than the extension of railway facilities and trade routes.

The Hudson's Bay railway will bring a seaport within 640 miles of Winnipeg, and in addition to the grain which would naturally be diverted to this port there is no doubt that commodities such as coal, steel and other heavy freight would find an inlet into Western Canada which would have a good

NOTICE:—TO ALL DEALERS

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The World's

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Line

Double Cylinder
Force Pumps

Deep Well Wind-
mill Pumps

Three-Way Pumps

Ratchet Lever
Force and Suction
Pumps

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Set Length Pumps

Manufactured by
Peters Pump Co.,
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ARE NOW SOLD EX-
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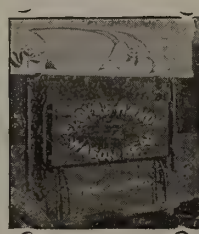
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BEST SELLING SPECIALTY

Offered the Trade

LLOYD'S

Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest,
and Most Durable Seat on
the Market.

Implement Dealers should write the Wawanesa Wagon Seat Company in connection with handling Lloyd's Handy Wagon Seat as a side line. This is a paying proposition and an easy seller. Makes a wagon ride easier than a buggy.

For further information write the
Wawanesa Wagon Seat Co.
WAWANESA, MAN.

FRAZER AXLE GREASE.



Not affected by Heat or Cold.
Highest Awards at Centennial, Paris
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WATER COOLED GASOLINE ENGINES

1½	H.P.	} FOR SALE CHEAP
2½	"	
3	"	
8	"	
10	"	

THE GASOLINE ENGINE SUPPLY CO.,

36 Main St.

Winnipeg.

many advantages over the long rail haul from the Atlantic ports. The question as to whether the undertaking would immediately become a financial success is of course an open one, but we may point out that in addition to the freight from the prairie provinces, which may be looked upon as assured, there is the certainty that a great deal of the country through which the road must pass would be opened up for varied industries and this in the course of time would naturally feed the proposed railway along the greater part of its route. The Government has made adequate surveys of the country lying between the present cultivated area and Fort Nelson and also of the proposed harbor and the water route through the straits to the open sea. These investigations point to the conclusion that the project is quite feasible, although a great deal remains to be found out in regard to the resources of the country through which the road will pass. Certain areas have been explored along the route which could undoubtedly support the pulp wood industry, an estimate having been made by a high authority of six million cords of timber of an average diameter of 6 inches

in the belt between Split Lake and Le Pas.

Water power is available on several of the rivers encountered, notably on the Deer River, North River, Churchill and Nelson Rivers.

Game and fish are plentiful along the route.

According to Mr. William Beech, who made an extended prospecting trip in the vicinity of Churchill, there is great hope of future mineral development. He found valuable plumbago deposits within a few miles of Churchill and iron ore within six miles, while mica of the white and brown varieties abounds in the vicinage. Further investigation will probably show that when the Northwest is more settled these lands will have a far greater value than is now supposed, and the Hudson Bay railway will become one of the most important factors in the development of Western Canada.

A Mechanical Education.

The agricultural college is coming into its own. Its power and influence in relation to agriculture is more widely acknowledged and

better realized by the public as years go by.

The farmer, however, has been a little slow to accept the agricultural college as an institution of real worth to him, or to realize that the theoretical part of agriculture is of the very highest importance, and, when combined with the practical will give him higher ideals—intellectual and social, and enable him, with less labor, to secure better crops and finer stock and a higher price for them. These facts have been so forcibly demonstrated of late that the average farmer has begun to yield to the inevitable and accept advice from the "book farmers".

Recently it has been found desirable to create a department in the agricultural colleges to train the student in farm mechanics—in other words, to teach them the practical use of the many farm implements and machines, and how to deal with breakdowns and repairs of not too complicated a nature.

At an agricultural college the students are required to make a careful study of each implement or machine and to write a descriptive essay, on the merit of which they are graded. Instruction in shop work is also given, including black-

smithing and carpentering. A short course in road and drainage engineering is also included; and in fact everything needed by one who will devote his life work to the farm, or to the handling of farm implements.

The necessity for this mechanical training has been brought about by the rapid introduction of machinery to replace the hand methods on the farm, a change which is making the life of the farmer rather to be envied than avoided, as in the old hand-labor days.

It is easy to see that the increasing practical knowledge of farm machinery on the part of the farmer is a direct benefit to the retail dealer. In the course of time it will hardly be necessary to explain the working of each implement to him, or pay repeated visits to the farm to make some trifling adjustment, because he or his son with the agricultural college training will be pretty well posted on the subject.

Your own boy, too, Mr. Retail Dealer, would be very greatly benefited by a course at the aforesaid college. The practical knowledge he would gain would materially assist you in carrying on your business, and you could leave him in charge with full confidence in his ability to explain any mechanical problem arising in your absence. Another point is that your boy's working knowledge of your business is more than likely to make him follow in his father's footsteps, a consummation much to be desired.

O. K. CANADIAN Automatic Potato Planter

1909 Model

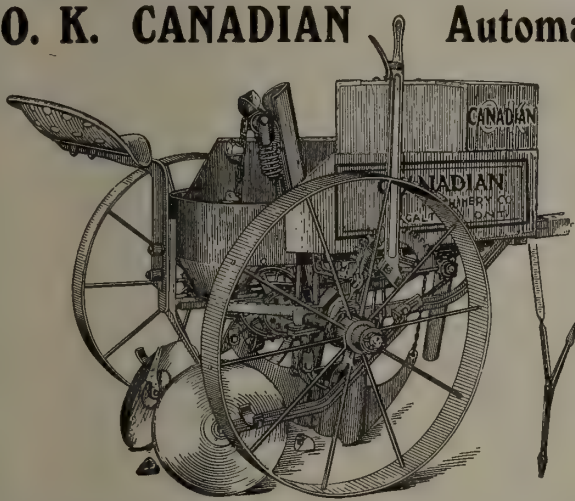
with or without fertilizer attachment.

New Features

Geared from both wheels for hill side planting. Strictly new fertilizer attachment. Handles the seed as carefully as by hand. Does not puncture or bruise the seed. Write for full particulars.

Canadian Potato Machy. Co. Ltd.

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LET YOUR LETTERS BE UP-TO-DATE

Buy a Typewriter Now.

Your competitor will book orders which you would get if you had not handwritten so badly your letters.

Get our latest Second Hand List if you want good value.

Sole Dealers:

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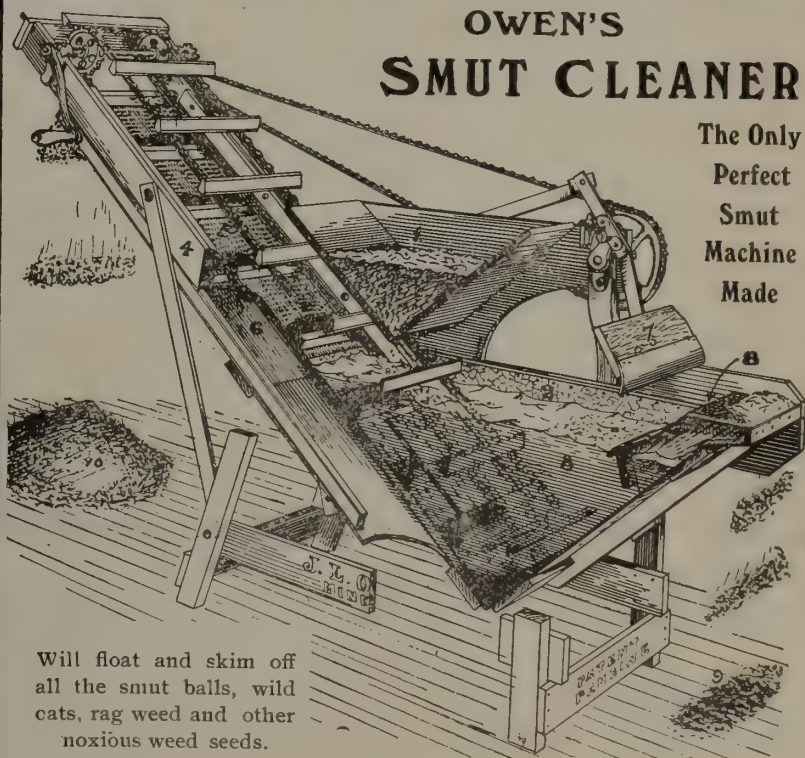
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Manufacturing & Commercial Stationers.



OWEN'S SMUT CLEANER

The Only
Perfect
Smut
Machine
Made



Will float and skim off all the smut balls, wild cats, rag weed and other noxious weed seeds.

Get the agency for this machine. You will have one of the best sellers on the market. Every farmer wants one who has ever seen them work.

Guaranteed to give entire satisfaction.

Call and see our lines while in during Bonspiel.

The Harmer Implement Company

132 PRINCESS STREET

WINNIPEG

Edmonton.

Mr. M. P. Roblin, of the American Seeding Machine Co., was a visitor to the city a short time ago, and reports business prospects good. Mr. Roblin makes his headquarters at Calgary.

Mr. J. E. Middleditch, representing the A. R. Williams Machinery Co., of Winnipeg, was a visitor to the city in the interests of his firm. Mr. Middleditch makes Calgary his headquarters.

Headquarters for R. G. Dun & Co., for Northern Alberta, will be opened in Edmonton within a few days with a staff of three. This announcement was made recently by W. C. Matthews, general superintendent of R. G. Dun & Co. in Canada. The Edmonton headquarters will issue reports covering the trade of all Northern Alberta, with a portion of Saskatchewan.

It is reported that Mr. Martin Ingler, who has been travelling out of Edmonton for the past year in the interests of the J. I. Case Thresher Co., has accepted a similar position with the M. Rumely Co., of Regina. Mr. Ingler will still make Edmonton his headquarters.

Mr. R. C. Switzer, western representative in Alberta for the Waterous Engine Works Co., of Winnipeg, made one of his usual calls and reports business and prospects good.

Mr. Ernest Codd, who has been stationed at Red Deer in the interests of the J. I. Case Co., has been moved to Lethbridge, where he will occupy a similar position with the same company.

Mr. E. H. Christenson, who for the past three or four years has been with the Reeves Co., has now joined the staff of the M. Rumely Co., at Edmonton, and from now on will discuss the merits of the

Rumely plowing engines, separators, etc. May the success that he deserves be his.

Mr. A. M. Thompson, who conducted an implement business at Vegreville, has accepted a position as salesman with the Sawyer & Massey Co., with headquarters at Vegreville.

Mr. E. J. Ramsey, of the Sawyer & Massey Co., at Wetaskiwin, has been on a trip to Winnipeg.

Mr. H. H. Halliday, of the Frost & Wood Co., passed through this city on his way to Vermilion.

Mr. J. C. Burr, of the Nichols & Shepard Co., is at present in the city in the interests of his firm, and reports business as being good. Mr. Burr still wears the genial smile that won't come off.

Mr. W. J. McCallum, general manager for the International Harvester Co., at Edmonton, left on a business trip to Chicago and other eastern points. He will be away about three weeks.

Mr. Fred Cornell, of the International Harvester Co., at Calgary, who has been acting as assistant cashier at that point, is now transferred to Edmonton with the same company and in the same capacity. We welcome Mr. Cornell to Edmonton, and trust that he may long be spared to look after the finances at his new post.

It is now a well-recognized fact that the past year has been one of the most prosperous and progressive in the history of the province, and to further emphasize the fact we take pleasure in chronicling the arrival of twins to Mr. McKenzie, one of the most enterprising implement dealers in Strathcona. Mr. McKenzie handles the International Harvester Co. line of implements.

We are pleased to announce the marriage of Mr. R. L. Hoar, of the firm of Beals & Hoar of this city, to Miss Caroline Leggat, of

Portland, Ontario. The important ceremony took place at the home of the bride, where a large number of friends assisted in making the occasion a success and showered good wishes on the happy couple, who afterwards left for an extended honeymoon trip to Ottawa, Quebec and other eastern points.

Saskatoon.

With the closing of 1909, one of the most prosperous years in the history of Saskatchewan took its flight. This province certainly made good all of the predictions of the most optimistic. The very satisfactory results have stirred everyone to better efforts to make two blades grow where only one has grown, even during this prosperous year.

Several members of the travelling staff of the International Harvester Co. of America have just returned from the gasoline engine factory at Milwaukee, where they have taken a brief course in practical engine operating, preparing for the coming season. The increasing demand for farm power is an indication of the progressiveness of the prairie farmer.

Mr. W. J. Bell is now taking an extended trip to points in the U.S. and Eastern Canada, visiting different factories whose goods he sells, and is also taking something of a pleasure trip as well.

Mr. H. Soldon, of Soldon & Co., implement dealers, Saskatoon, has been in the East for some time. This firm anticipates a lively demand for spring goods.

A great many implement dealers of northern Saskatchewan are arranging to attend the Saskatoon Bonspiel, some of them to carry away prizes and most of them to increase their orders for spring shipments.

Mr. J. D. Moulder, assistant cashier for the International Harvester Company, is now taking his vacation visiting his people in Chicago.

Read Your Contracts.

Every man engaged in retail trade should carefully read every word of his contract before attaching his signature to it. Several sharp practices, says *Farm Machinery*, have been reported that have made dissatisfied customers, when the trouble was clearly the dealer's in not knowing what every clause in his contract meant. It may be that some dealers think they have not the time to read their contracts, and are willing to take the word of the traveler that everything is clear. But it would be money in such men's pockets if they would go over the contracts, reading the fine print and terms, as well as the spots where writing is put in, and when something is found that looks vague or misrepresenting, to have it clearly understood before tying up with the acknowledgement.

No one can blame a manufacturer for securing the best and most liberal contract to himself possible. Nor can a dealer blame anyone but himself if he allows a contract to be signed by him that he does not understand every word of.

A Pointer for You.

No business has a greater right to a full share of prosperity than that embracing the sale of agricultural implements. Agriculture is the basis of wealth and the foundation of commerce. Enormous crops have made the country wonderfully prosperous. Without modern farm implements large crops would be impossible, even under the most favorable climatic and soil conditions. Do you see the connection? Modern implements make big crops and big crops make prosperity. Let every dealer remember this when he plans his business campaign for 1910.

Stewart Clipping Machines

Sell Fast During

February, March and April

They Yield a Good, Quick Profit

No horse clipping machine ever made sells so fast or gives such good satisfaction as this

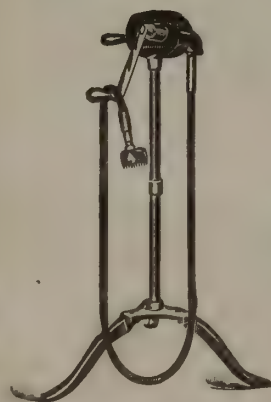
Stewart No. 1 Ball Bearing Machine

Your jobber
has them

List for Canada, \$9.75

Write for free
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Every machine sold under a positive guarantee that it must please your customer or money refunded, including transportation
Chicago Flexible Shaft Company, 237 Ontario St. Chicago, Illinois



*The Best Material
in the world
goes into*

EVERY BALL OF



I H C TWINE

*and the
Best Twine in the World
Comes out*

The first essential of a right-working twine is good fibre.

All Manila twine is not good twine, because all Manila fibre is not good. Agents who purchase fibre for I H C twine are explicitly instructed to grade it carefully. The longest, softest, most even strands are put into the first grade. This grade goes into I H C twine.

A large portion of the Manila fibre produced grades low in quality, fit only for use in rope and cordage mills. Yet some twine manufacturers use this off-quality, low-grade Manila in fibre mixtures to produce twine.

There can be only a relatively small amount of A-1. Manila twine, because there is only a limited amount of A-1 fibre.

There is, however, coarse, brown, brittle Manila fibre from storm-swept areas; also rough, short, brittle, lifeless fibre from drought-affected districts. Never are these cheap, undesirable fibres spun into I H C twine—selling agents know that such fibre will not be accepted.

To make sure that such inferior fibre can not by chance find its way into an International twine mill, each and every bale is rigidly inspected upon receipt. This rigid inspection follows the fibre through every operation—the cleaning, spinning and balling.

I H C twine is made at the most modern and best equipped mills, from the choicest fibre, with efficient help and an effective system of inspection. Is it any wonder that I H C twine offers the highest value for the money, and that there is an unprecedented demand for it?

Safeguard the interests of your trade during the coming season.

I H C binder twines in Sisal 500-ft., Standard (Sisal) 500-ft., Manila 600-ft., and Pure Manila 650-ft., are sold under the following brands:

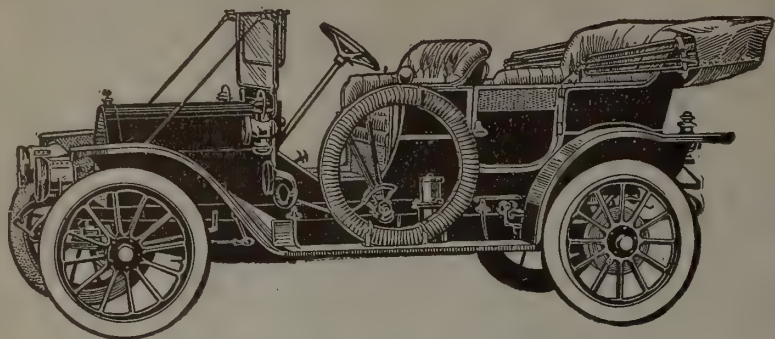
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Write the International Harvester Company of America at nearest branch house or see blockman for particulars on this important question.

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This is a lot to claim, but the car is here to prove it.

Write for Catalogue and full particulars of our line.

- REO RUNABOUT, 2 Passenger \$ 700
- REO TOURING CAR, 2 Cylinders, fully equipped \$1350
- REO, 4 Cylinder, 30-35 H.P. Touring Car, Demi Tonneau, Roadster \$1600
- OLDSMOBILE, All Styles
- KENNEDY, Highwheeled, Hardrubber Tyred Motor Buggy

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WINNIPEG BONSPIEL VISITORS ARE CORDIALLY INVITED TO CALL AND SEE OUR LINE.

YOUR FARMER PATRON IS LOOKING FOR HIS MONEY'S WORTH



And it is plain he's not getting it unless he gets the best that's made.

In Drills, that's the TIGER

You cannot give too positive a guarantee with Tiger Drills. We back up every claim of superiority with the refund of the price where a Tiger Drill does not meet the claims.

There is a Tiger model to meet the demand of every soil and the choice of every farmer—nearly 200 styles and sizes.

Write for Agency proposition.

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CENTRAL CANADIAN

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Operating in

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Substantial Cash Deposits with
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INSURANCE CO.
EDMONTON

THE SASKATCHEWAN
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THE MODERN FARM HORSE

IS THE

HART-PARR GAS TRACTOR

OVER 200 NOW IN WESTERN CANADA



The Tractor that is revolutionizing farming methods in Western Canada.

Best and cheapest power for breaking, plowing, disking, seeding, harvesting, threshing, hauling, &c.

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CANADIAN FARM IMPLEMENTS

VOL. VI., No. 3

WINNIPEG, MAN., MARCH, 1910.

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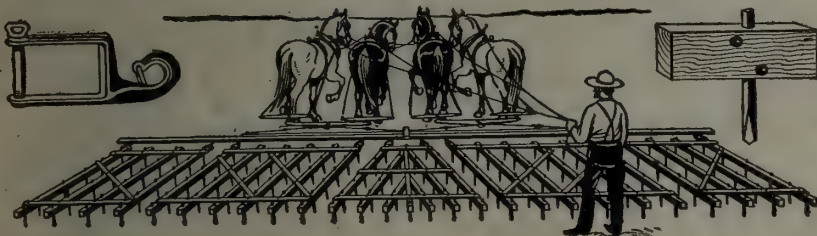
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THE LARGEST LINE OF GRINDERS IN CANADA

In sizes to suit any power. These cuts show three classes.

549, for use on the Farm. Three sizes.

550, Farm use or Custom Work (stationary or for moving from place to place).

551, Attrition Mills for Elevators, Custom Mills, etc. Finest work and greatest capacity. We have just what you need in these "Rapid-Easy" Grinders—which do more work with same power than others. Information, circulars, etc., upon request.

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Is far in advance of all other pumps. Being made of Tennessee poplar, the Florence Pump will not taint water like spruce, pine or other wood, and each pump and each piece of tubing is tested to 60 lbs. pressure.

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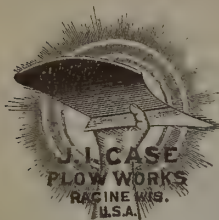
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One motion of the foot lever lifts the bottoms from plowing position to 6 inches above ground—way high up out of the way of trash—and automatically levels the frame.

Now consider that statement from the other side. With other makes when you lift the bottoms out at the furrow ends and the wheels run out on the land, it makes the frame and seat incline side-ways, compelling the driver to sit in an uncomfortable—not to say dangerous position—and to level those plows it is necessary to handle one or two additional hand levers, which you **do not** have to do with the J. I. Case.

That's one advantage of the J. I. Case single bail construction. Another, it gives flexibility to the bottoms and beams, which means lighter draft and lets the plow reach full plowing depth within its own length.

Still another, J. I. Case Plows are easily and quickly adjustable for more or less penetration.

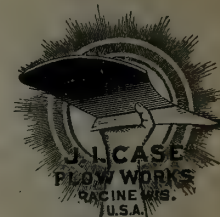
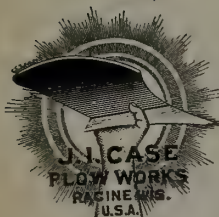
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- Circular 235, J. I. Case Engine Gangs.

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Pure Copper Cable Lightning Rods
and Fixtures.*

*Minneapolis,
Minn.*



Mr Dealer:—Are you aware your customers are inquiring for protection against lightning? They Are! The Farmers Mutual Ins. Co's. report ending Dec. 1909 shows that over 75% of their losses were caused by lightning. They endorse THE TOWNSLEY SYSTEM of lightning protection.

If you are a progressive dealer you will grasp this opportunity at once and get exclusive territory before the other fellow has the start of you. Don't wait but write us today for the agency terms. Our salesmen are out contracting with dealers every day.

CANADIAN OFFICE AND FACTORY

199 MAIN STREET

WINNIPEG.



We furnish experienced salesmen with a demonstrating machine to give dealers assistance in selling and erecting

The Townsley System.

Give us a trial order and be convinced it is a good thing.

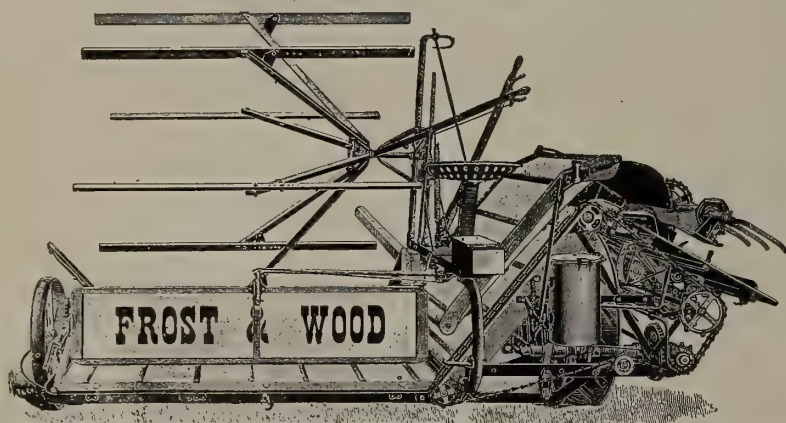
Why are you in Business? The Townsley System will answer the question.

Simply Hang Out the Sign

"FROST AND WOOD"

"Farm Implements"

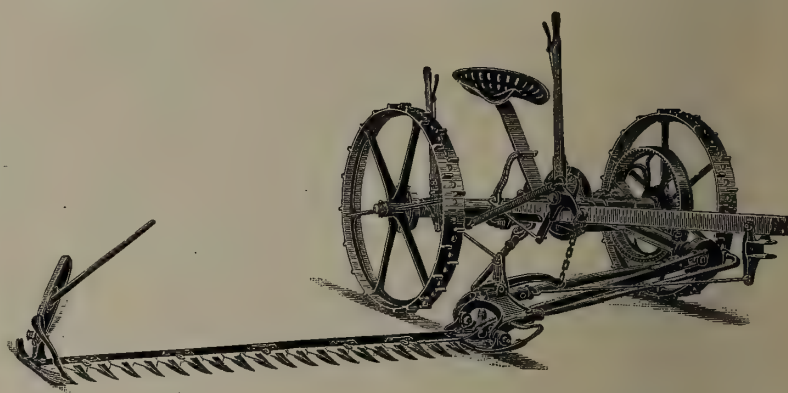
The name is sufficient—it has stood for years as a mark of the finest quality and workmanship. But we don't rely on the past—we keep telling the farmers about FROST & WOOD implements month after month—we direct him to the nearest COCKSHUTT--FROST & WOOD dealer, in a word we do everything in our power to make quality goods and sell them for you. Don't handle unknown machinery—write quick for Agency if your district is not represented. Read about these four big trade Winners.



The best way to steer clear of Binder troubles is to handle FROST & WOOD'S—they have made good for years. They are built in four different widths—5 ft., 6 ft., 7 ft. and 8 ft.

They are very strong and rigid and will handle all kinds of crops. They not only cut easier than other binders but they tie better shaped sheaves—tight and compact, with good square butts.

They are the lightest draft machines of their kind and have proved themselves very successful in Western Canada.



Our mowers are full of improvements—practical improvements that have been thoroughly tested in the field. Made in sizes to cut from 4½ ft. up to 6 ft. The machines are well braced at all straining points and have large roller bearings which ensure long life and smooth, steady running.

Our Internal Gear Principle (thoroughly explained in a booklet which we will mail you) prevents lost motion between Drive Wheel and Knife. The knives start cutting immediately you lower the bar and start the team. Steel wearing plate under clip keeps the knives in place.



Nothing as good as our Sulky Rakes, Side Delivery Rake and Hay Loader for handling hay crops. The combined work of the two last named machines means a great saving of time and money to any farmer. Side Delivery Rake shakes up the hay thoroughly leaving it in continuous windrows. The Loader can handle as much as 2 tons in 10 minutes. Let us send you explanatory literature.



The Champion Disc Drill has made an excellent name for itself in Western Canada as an accurate seeding machine. It has ball bearing disc hubs which are absolutely dust proof and ensure the Seeder drawing very light.

The high, broad tired wheels also ensure easy running and light draft. Grain box is placed low—no lifting or straining to fill it. The feed on the Champion Drill is accurate, the seed being sown in the best way to produce proper germination. It will pay you to sell this machine.

We Are Sole Agents for Frost & Wood Machinery in Western Canada. Address all Enquiries to us.

COCKSHUTT

FLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

WHY "COCKSHUTT'S" ARE THE BEST PLOWS TO HANDLE

We buy only the highest quality raw materials---the quality of the finished product is therefore the best. Every plow has to pass the critical eyes of numerous inspectors---mechanical experts, who can spot the slightest flaw at a glance. Cockshutt implements are made to suit Canadian conditions---no guess work or chance about their being suitable. We are giving our customers the best that money, skill and conscience can produce. Dealers who sell implements of that character can do business with profit---and pleasure.

The New Jewel Gang is built entirely of steel and malleable iron---has great strength and durability.

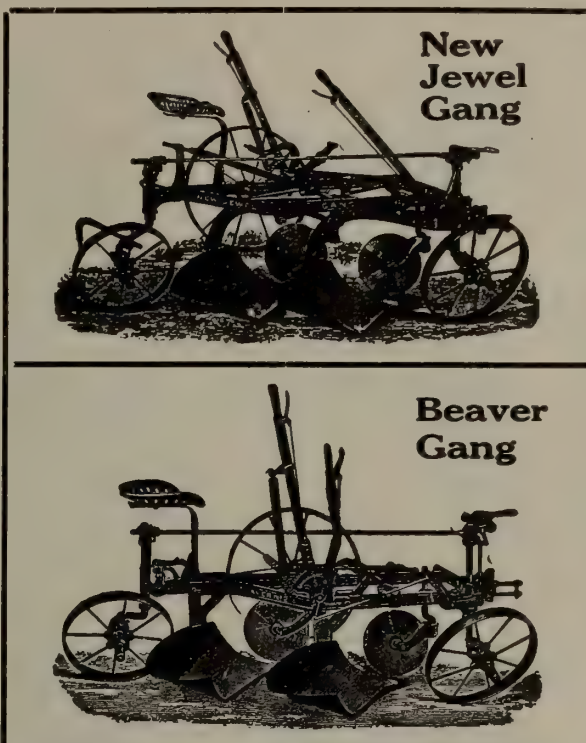
The frame, beams, bails, axles and braces are of high carbon steel; the frame will stand the severest tests which a plow of this kind will ever have to undergo. Steel wheels have long, removable dustproof bearings with large wearing surfaces insuring long life and small cost for repairs. With hard oil these bearings require very little attention.

Land wheel is large and fitted with cushion spring to absorb shocks.

Built in two sizes: 12 inch or 14 inch bottoms, either breaker or stubble.

The Jewel is fitted with a high lift attachment, simplifying the operation of the plow. Once set for work, the bottoms can be raised from or lowered to the ground by a handy foot lever, leaving both the driver's hands free to manage the horses.

A special device locks the plows up when raised from the ground and locks them down when set for work.



The furrow and rear wheels on our Beaver Gang (see bottom illustration) are connected and controlled from the pole.

By this arrangement the plow is easily guided when working or turning at the ends.

The levers are so placed that they are easily reached by the operator.

It is light of draft, strongly built, and can be worked by anyone.

The bottoms are easily raised by means of lever and spring lift.

The frame is after the style of the Empire and has all the features of the high-lift gang, but is much lighter in weight.

For 1910 all Beaver and Empire Gangs are fitted with steel and malleable standards, which are unbreakable.

SELL ADAMS WAGONS

Big Sales

Good Profits

Satisfied Customers

Dealers and Farmers know alike that Adams Wagons represent the very highest value in Canada to-day. The materials are the finest that money can buy, and they are substantially put together by experienced Wagon builders in the most modern Factory on this Continent. We are sole Agents for Adams Wagons in Western Canada, and we can assure dealers that it is impossible to handle better selling or more satisfactory wagons than this standard line.



This illustrates the Adams Standard Farm Wagon---very popular for general farm use. Made with Hardwood or Southern Pine Bottoms. All wood parts are soaked in best Linseed Oil.

Bottom is reinforced with seven heavy cross sills. The Grain Box and sides are also well braced. Extra heavy Anti-Spreader Chains run across centre of box. Joints are covered with Steel Grain Strips. Equipped with Adams Patent Cast Truss-Skein. This Wagon is thoroughly substantial and well painted and has a very high finish.



This is one of the 1910 "Adams Special" Wagons. Made with best Hardwood or Southern Pine Bottoms. Also equipped with Adams Patent Skein, the truss extending through skein and tightened on outside by nut on the point of skein, thus giving the axle double carrying capacity without extra weight.

Heavy Steel plates run under the Axles with Truss, making them much stronger. The gears are clipped and there are double braces on both hind and front gears. The box parts are well braced, fit tightly and are well put together.

If these Wagons are not already represented in your neighborhood write us for terms, &c.

COCKSHUTT

PLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

These Two Cockshutt Implements Are Setting the Pace in Canada

One of the chief reasons for this is Cockshutt quality; another very important one is the fact that Cockshutt implements are designed to meet **Canadian** requirements.

No other firm has studied the soil conditions in this country as have Cockshutt's. This is especially noticeable in the Engine Gang trade which we are absorbing all over the West because the Cockshutt

Engine Gang is built to meet conditions prevailing in this territory. Read about these two implements, then write us for Agency terms if your neighborhood is not already represented.

Cockshutt Disc Drill

THIS is the machine which farmers generally recognize as the only perfect Seeder on the market.

A heavy I beam runs across the entire width of the machine and the whole frame is riveted together, not bolted, so that there is nothing to become loose when the machine is going over rough ground.

Another advantage of this I beam is that it prevents the machine from sagging in the centre. No drill could have a stronger foundation. Discs are 6 inches apart with 7 inch stagger.

It has a positive force feed of great accuracy.

Grain flows down the closed boot right into the bottom of the furrow and is always sown at uniform depth.

Grain boots do not touch the discs, the space between them gradually widening from bottom to top, which prevents trash from stopping the discs revolving.

Grain box on 20-shoe machine holds 4 bushels, other machines in proportion to length of grain box.

Metal bridges between feed cups prevent grain lodging on them and ensure last grain being sown at same uniform rate per acre as when box is full.

We know there are some firms claiming that their Seeders are equal to the "Cockshutt," but we don't care about what they claim. We know that most farmers in Western Canada are buying our Drill, showing that it has proved itself the lightest draft, strongest and most accurate seeding machine on the market.

Our new Drill booklet goes into the Seeder question very thoroughly. Write for a copy at once if our Drill is not already represented in your neighborhood.

**Cockshutt Goods
Are Reliable**

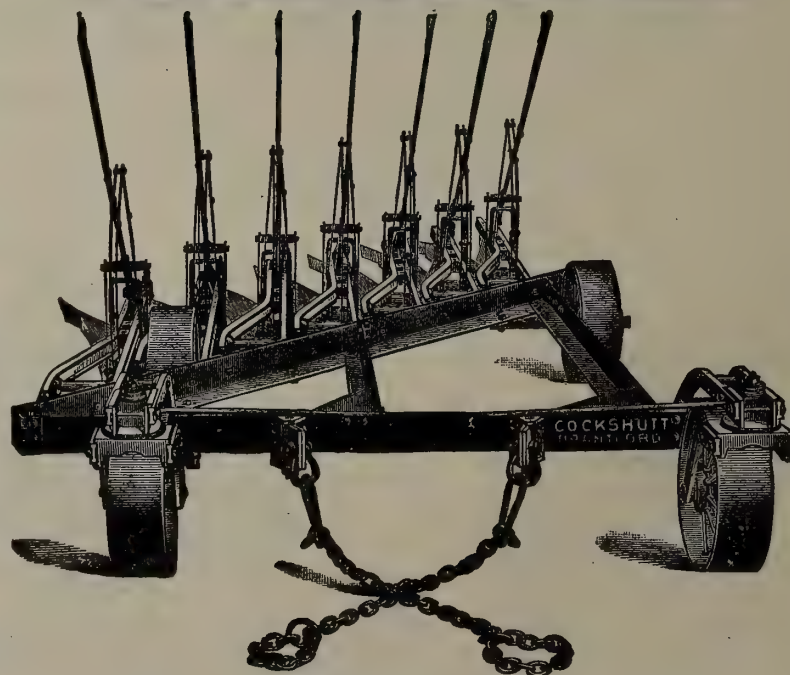
Cockshutt

Disc Drill



Made in 14, 16, 18, 20 and 22 Discs

Single Disc, Double Disc or Drag Shoes, Interchangeable



Seven Furrow Size

Cockshutt Engine Gang

(Platform detached to show Construction)

Made also in 5, 6, 8, 10 and 12 furrow sizes—Breaker or Stubble Bottoms—Latter always furnished with Swivel Rolling Colters

Cockshutt Engine Gang

THE more you investigate the matter the more you will become convinced that the Cockshutt is the only **practical** Engine Gang in Canada.

You can't be too careful in selling your customer an Engine Gang Plow, because there are many now being offered for sale in this country which are totally unfit to stand Western Canadian conditions.

We were the first to manufacture Engine Gangs with **independent** plows—each plow working independently of the others, either in its automatic adjustment to the conditions of the land or when controlled by its own lever.

There are a few of the many great advantages of independent bottoms, endorsed by hundreds of our customers. Read them.

If one bottom is thrown out by a stone the rest of the plows remain undisturbed. The bottom which was thrown out immediately drops back automatically to its work without damage.

Suppose you wish to clear an obstruction, instead of raising all or a pair of plows (which you must do with different other makes) you simply pull **one** lever and raise **one** plow.

The number of plows used can be changed at a moment's notice. When plowing is extra hard, instead of dropping down from eight plows to six, for instance (which you must do with gang bottoms) you can use seven, thus utilizing all the power without losing time.

When the land is wet, the drive wheels of the Traction Engine often sink several inches deep and the side of the engine tracks coming in the middle of a gang of two bottoms results in one bottom plowing deep while the other is simply scratching the surface. With our independent plows, however, each bottom adjusts itself automatically to the desired depth whether in depression or not.

Another great fault of gang bottoms is that the weight of the gang, although sufficient to keep one bottom in hard ground is **not heavy enough** to keep the two bottoms from jumping out of the ground in hard and tough sod. Our bottoms and shares are very much heavier than other makes.

Send at once for our handsome booklet containing hundreds of convincing testimonials about this one perfect Engine Gang.

**Sell Practical
Tools—Cockshutt's**

If Cockshutt Implements are not already represented in your district write us for Agency

COCKSHUTT

PLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

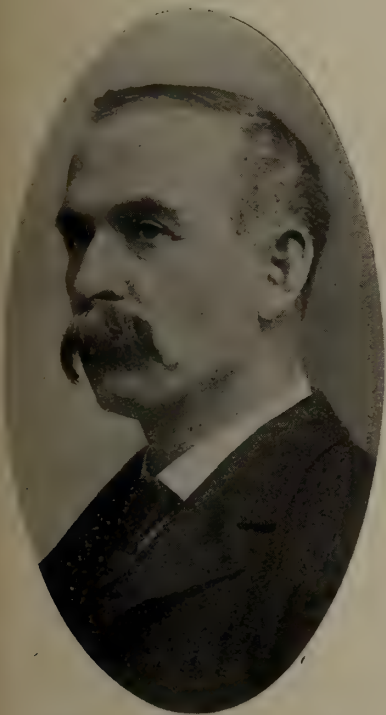
CANADIAN FARM IMPLEMENTS

Vol. VI., No. 3

WINNIPEG, MAN., MARCH, 1910.

SUBSCRIPTION PRICE IN CANADA } Per Year, \$1.00
Per Copy, 10c.

THE 1910 OFFICERS.



JOHN CRAWFORD, Neepawa,
President.



JAMES WINRAM, Pilot Mound,
Vice-President.



F. D. BLAKELY, Winnipeg.
Secretary-Treasurer.



JAMES FOSTER, Gladstone,
Organizer.

Second Annual Meeting of the Interprovincial Retail Implement Dealers' Association Elect Officers—Appoint Committees—Adopt Plan of Mutual Fire Insurance.

A highly successful and important meeting was held at the Royal Alexandra Hotel on Feb. the 15th inst., when the retail implement dealers of the West gathered to discuss matters of vital interest to the trade, to listen to the eloquent discourses of the honored guests, and, finally, to partake of a luncheon, at which hearty justice was accorded the delicacies provided. The Board of Directors convened immediately after the luncheon and disposed of important matters affecting the Association.

The attendance was good; members being present from all parts of the prairie provinces, and the unanimous opinion was that the meeting had been most successful and enjoyable. The indications are that a very large increase in membership will be secured during the coming year and that the Association will become a far-reaching factor for the good of the whole trade.

At 10 a.m. Mr. John Crawford, of Neepawa, president of the Association, took the chair and declared the meeting open.

The following members were present:

Messrs. T. W. Prout, of Portage la Prairie; R. M. Simpson, of Swan Lake; J. F. Walker, of Portage la Prairie; J. P. McKibbin, of Cartwright; C. Johnson, of Baldur; H. E. Hamilton, of Sidney; James Winram, of Pilot Mound; L. E. Yingst, of Weyburn; W. G. Pollock, of Neepawa; Jas. McEwan, of Togo; J. G. Bond, of Frobisher; J. T. Wood, of Frobisher; C. T. Lapp, of Frobisher; T. A. Hart, of Leslie; Wm. Duke, of Minnedosa; Wm. Drummond, of Minnedosa; D. Sutherland, of Foxwarren; H. H. Tubman, of Rouleau; Wm. Bourke, of Brandon; J. A. Morcombe, of Cypress River; D. Shirriff of Brandon; J. H. Currie, of Vonda; J. W. Stobart, of Newdale; J. M. Coates, of Glenboro; M. Craig, of Foam Lake; G. C. Bigelow, of Poplar Point; T. H. Wilkinson, of Wawanessa; J. Myles, of Harding; W. Chisholm, of Bradwardine; Thos. Hamilton, of Crandell; C. V. Winkler, of Carman.

Among the guests were Messrs. M. J. Rodney, of the International Harvester Co.; C. H. Whitaker, of the Massey-Harris Co.; I. C. Nelson, of the Stewart-Nelson Co.; P. W. L. Briar, of the Stewart-Nel-

son Co.; R. H. Jefferies, of Canadian Farm Implements; J. Foster, organizer; F. D. Blakely, secretary-treasurer.

Business was opened by the secretary-treasurer reading the minutes of the last meeting. These were adopted as read. The secretary-treasurer then submitted the financial statement and annual report.

SECRETARY-TREASURER'S REPORT.

"In presenting you with the second annual report and statement of the Association, a copy of which you have before you, it may be permissible for me to make a few remarks. At your last annual meeting you made me an honorary member of this organization and also appointed me secretary-treasurer, thereby stimulating and, if possible, strengthening my interest in the work of the Association.

"If I have been guilty of any shortcomings during my term of office or have left anything unsaid or undone which would have furthered the best interests of this organization—either in my capacity as your secretary-treasurer or as the

publisher of your official organ—I am unaware of it, and I can assure you that the fault has been one of ignorance rather than any dereliction of what I believed to be my duty to the Association.

"I think, gentlemen, you will agree with me that our finances are in a sound and healthy condition, considering the high expense connected with organizing and the short time the Association has been in existence.

"At our last meeting we had a membership of but 26, and a bank balance of only \$38.00.

"We now have a membership of 180, and a bank balance of \$272.00. And I can say with absolute confidence that if necessary to carry on the work I could go out among the wholesale trade of Winnipeg and secure at least \$300 in a day from voluntary contributions. This, I think, should convince you that the wholesale dealers and jobbers sympathize with the objects of this organization and are ready to extend their support in a practical way.

"If I may make a request of this meeting it is that the members give the officers, and particularly the

secretary, their assistance in every way possible by prompt attendance to correspondence, and by calling attention to any matters which affect the trade either for good or evil.

"Let me remind you that, aside from my connection with and interests in this Association, I am as vitally interested in the retail implement business as any of you. I have invested at least as much in Canadian Farm Implements as the average implement man has in his business, and have devoted the past five years to the up-building of that paper. Any calamity that might befall the implement industry in this territory would certainly mean as great a loss to me as to the average dealer.

"However, I am something of an optimist, and believe there is a saving sense—other than humor—in the human family, and that sense will rise to the occasion when necessity prompts, as bear witness the birth of this organization when the abuses and evils of the implement business had reached a point where decisive action of some kind was necessary. As a result, we find no dearth of men willing to step into the breach and devote their time and energy to the task of eliminating the conditions referred to.

In conclusion I would remind you that I am at all times pleased to correspond with my friends the dealers either on matters of personal interest or those pertaining more particularly to the work of the Association.

THE PRESIDENT'S ADDRESS.

President Crawford then gave the following address:

"As it is customary for the president to give an annual address I will now say something in regard to the Association and what it has done during my term of office. This, however, is my first attempt along that line.

"I am pleased to meet with you here to-day and welcome you all. I am pleased to see so many present. Of course, we should all have

been better pleased if there had been three or four times the number present, but I think, if we can carry out our aims and objects the Association will have much larger meetings hereafter. If there are any here who are not members I gladly welcome them, and hope it will not be long until all such become members. The Association will, I believe, be a great benefit to all Western implement dealers and will very much change the present situation.

"The question which greets one on all sides is: 'What benefits are we going to receive from the Association?' Some say they have been paying \$5 for many years without return. That statement meets us every day, and I think it crops up in the meetings of the dealers throughout the whole country; and it brings up many matters in connection with the work of the Association. I must admit, too, that while there has been more or less done towards organization throughout the country, and some of us have been paying our \$5 intermittently for 10 or 11 years, we have practically had no results except that it has kept some of us thinking, so that all that has been done in the past has not been entirely lost.

"Now in this connection, our friends in the South have of course been confronted with the same situation that is growing on us here; and on looking over the reports of their annual meetings and conventions, we see that in the early days of organization their work was in a sense slow and very discouraging, but to-day the reports are of the most glowing kind, and the membership has increased rapidly. I might say that the conditions that have existed there are present here and extending more rapidly than many of us have any idea of, and the need of organization is perhaps greater than any of us realize at the present time. I believe that the retail implement men are in poorer shape so far as organization is concerned than any other line of business. The bankers, wholesalers,

farmers and all lines of labor are organized, and I think have organizations that put ours to shame. If we are to keep our position and be as big and strong as we ought to be, we must work out a good organization. I think perhaps the retail dealers of this country have more brains and energy than any other class of business men, and if we were only united and kept ourselves composite and well informed on everything connected with the trade we ought to be the greatest power in this great, growing country.

Now I know many of us have not seen the benefits of being organized. We have felt only slightly the great need of it, and I might say that in so far as concerns the wholesalers and jobbers we must all admit they are an exceptionally fine class of people and are almost invariably prepared to treat customers in a fair, and reasonable way. A few instances here and there indicate that things have been done which ought not to have been done, but I fancy that this condition of things will not continue much longer.

"We see that the implement business of this country is drifting largely into the hands of a few concerns. In the near future the implement trade may be almost entirely in the hands of four or five big concerns who are looked upon by many people of this country as monopolists, and they may try to create conditions not pleasing for the retailers. We have heard a little about trying to tie a man up to sell a particular line and that line only; there has not been much of it so far, but I can see that even though these people are broad-minded men, there are indications of it in more than one concern. And I think in the near future, for our own individual protection, we must guard against it. In talking with one of the prominent wholesale men of this city, last winter, he said he was glad to see us organizing; that everything was all right now, but possibly in the future we

might not see eye to eye and we might have differences and troubles. 'Go on and get organized'; were his words, 'get in good shape; be as strong as you possibly can'. He went on to say he didn't fear organization so long as reasonable men were at the head of it.

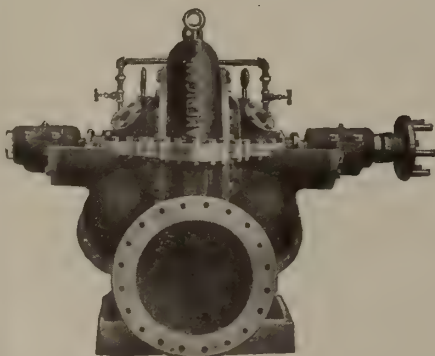
"We are dealing entirely with the agricultural classes of this country, and they are getting very well organized. Now, as our Association gains strength we will be getting more and more into the eyes of the public, and it will be necessary for us to meet the farmer on his own ground. The average farmer is prejudiced in his views, and he may think that the organization is brought into existence for the purpose of fleecing him. And we will have to overcome that feeling in the minds of the people we are dealing with. We want to be prepared for that situation, and we want to be able to show them that we are not organized for the purpose of monopolizing this trade or for the purpose of fixing prices or fleecing them, and I think it would be well if every man were armed with a copy of our constitution and would show them clearly that there is no attempt of this nature and that we have provided specifically against it in our by-laws.

"There are many ways in which the organization, once it is in good, active shape, can help the dealer. In connection with catalogue house competition many of us have not felt the effects of it. But I tell you that last year one mail-order concern sold 142 mowers, 200 buggies and 70 thresher belts. They sold the belts at \$50 less than we can buy a good belt for, although I am told that they had 40 returned."

Secretary: "I might say in connection with buggies that I have the name of a well-known carriage company who delivered 500 buggies to catalogue houses."

"Well, it doesn't matter much whether it was 200 or 500; and last year was practically their first year

THE STANDARD by which OTHERS are JUDGED



is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

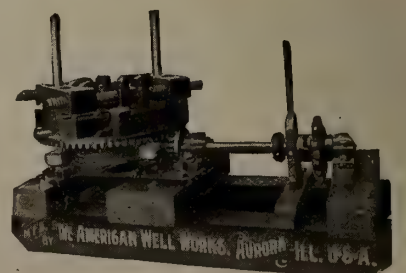
The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type. Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



in business. The business is going to grow and we have that to contend against, and we may perhaps be able to meet it by being well posted on the kind of goods they are handling.

"The mail order people claim in their advertisements that they will save the consumer a great deal of money. They advertise a line of farm implements which they claim are second to none but which any dealer here would be ashamed to exhibit, and they quote prices at which we as dealers could not possibly afford to sell our standard lines.

"They are offering a wagon at \$69 f.o.b. Winnipeg. We possibly charge from \$85 to \$110 for a wagon. Why is it that the mail order people can sell at \$69 f.o.b. Winnipeg? Now their wagon weighs but 975 lbs. Take the average wagon handled by a dealer and you will find it weighs 1200 to 1325 lbs.—I think the lightest I handle is 1200 lbs. and the heaviest 1325. There must be some difference in the construction of it or it would not have that extra weight.

"Mail order firms make a strong point of their guarantee; but if you will read their guarantees I think you will find they are very weak. If some small thing happens to go wrong, is the farmer going to send to a distant city and wait some days letting his mill or implement stand idle in the meantime for the sake of a little repair, because he has a guarantee, as against going to the dealer on the spot and getting the thing adjusted? The dealers are there and ready to do business, as against those in some large centre like this who are not in close contact with the consumer.

"Now in connection with the organization. I felt last year when I was selected as your president that I was not the man for the job, but that it was up to some person to take hold and do what they could. I knew I had not the time necessary to do the fullest justice to the position but said to myself: 'I will accept and do what I can'. The first thing we did after our meeting last year was to call on the jobbers and wholesalers of Winnipeg to see whether we could get some financial aid, and three of us made a visit to those people, and I must say we received a most cordial reception and all the encouragement we could possibly expect. They persuaded us to go on and work the organization up as well as we could, and promised their assistance. Then we decided to put an organizer on the road and got in quite a number of new members, but later on in talking the situation over with the secretary we came to the conclusion we had to do something in addition to organizing. It appeared to us that we must get something going to show the dealer that the Association is returning him something of cash value for his \$5.00 membership fee.

"The idea of Mutual Fire Insurance is not new. We felt that

if we could introduce that it would meet the situation and the executive decided to give it a trial, and I can say without fear of contradiction, that it is meeting with the approval of the dealers. It is creating an interest in the Association and our membership has increased to more than 180. We got out the necessary papers for the preliminary work and we have already got more than the \$50,000 insurance necessary for incorporation. Before this meeting adjourns I would ask you to approve or disapprove of what we have done in that connection.

"It might be well to give you some idea of how it worked out to the South. The secretary took the matter up with our North Da-

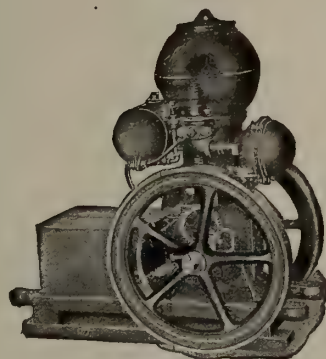
kota friends, and we find that they have between one and two millions of insurance, and they are satisfied it is a great saving to them. I think they are saving in the neighborhood of 40 per cent. over their old rate of insurance. They do their business practically in this way: when they insure the risk is taken at the old line rates, and they ask the man insured to put up 60 per cent. of the old line rate in cash, and give a premium note for the balance. That is, they take a premium note for 40 per cent. of the old line rates with the purpose of forming a reserve if losses are heavy, and during their years of existence, with one exception, they have always been able to return these 40 per cent. premium notes.

The year they were not able to return the full 40 per cent. some change was made in the legislation by which they were asked to increase their sinking fund.

"I see that Mr. Sproule, addressing a Southern Illinois meeting the other day, said: 'I take it for granted that we all agree on one point, namely: that everybody should carry more or less insurance. After being in existence 13 years, our company has in force 1,454 policies. I believe you will agree with me that this is a splendid showing.' Later on he says: 'My saving for the past four years has been \$191.49 (that is on my own private property). The last year, ending July 31st, 1909, I paid in \$89.00 and received back \$65.25.

MR. DEALER: INCREASE YOUR PROFITS FOR 1910

Secure the agency for the easy selling Manitoba Line.



7 H. P. Hopper-cooled Vertical Engine

GASOLINE ENGINES (in all sizes) Stationary, Portable and Traction.

WINDMILLS—Steel power and pumping, sizes suitable for all conditions.

GRAIN GRINDERS, Steel Saw Frames. Wood and iron Pumps, single and double acting.

Sell the goods made in the West.

A large addition to our factory will enable us to double our output for this season.



Write for agency contracts and dealers' prices

THE MANITOBA WINDMILL & PUMP CO., LTD.

BOX 301,

BRANDON, MAN.

New Massey-Harris Drill

HAS

The largest grain box on the market.

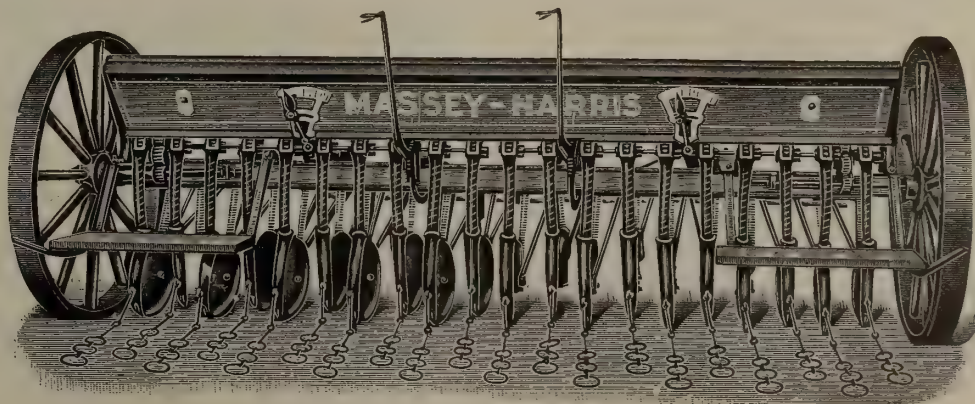
New reinforced frame.

Discs and Shoes 6 inches apart.

New Double and Single Disc Bearings.

Wheels with 4-inch tires.

Short Axles and Gear Drive.



Sizes--16, 20 and 22 Shoes, Double or Single Discs.

The total paid back to the policy-holders for 1909 was \$35,250.36.

"I have come to the conclusion that mutual insurance provides the best proof to dealers throughout the country that they are getting some direct cash return for their membership fee.

"Now, gentlemen, I have possibly taken more of your time than I ought, and there are many other things we might discuss along the line of co-operation in different ways. Though I would not approve of agreeing with a competitor to fix prices on this article or the other, because I might not live up to it, yet I think we could come to some mutual understanding, and when one-dealer feels that the other is not doing right he should talk it over with him. Don't believe all your customers say about the other dealer; find out the circumstances from the dealer himself."

INSURANCE DISCUSSED.

Mr. Morcombe then rose to question the chair as follows: "Last year when we met in convention there was an offer made from an insurance company doing business in the West of a discount to the Association for our business. I would ask whether we are to handle it as an Implement Dealers' Insurance Co., or whether we are writing through some company already doing business?"

President Crawford gave the following reply: "I think we should get thoroughly organized before we can effect the best proposition possible from any company. Perhaps, if we had a very good proposition, we might do business through a line company. But we have not been offered a proposition of that kind which is sufficiently good to claim our consideration, and the only thing to do under the present circumstances is to go on and get organized, and in the meantime do our own business.

"Some of you to-day are perhaps not in a position to take any more

insurance than you have, and the paper we are asking you to sign does not bind you to do so at present, but when your policy runs out, you are in a position to take it. And by signing the interim agreement you have promised to take it some time in the future.

"I thank you for having listened to me as you have done. I would now ask for your approval of the mutual insurance scheme."

Moved by Jas. W. Winram, seconded by J. P. McKibbin, that this meeting endorse the action of the Directors in establishing a Mutual Fire Insurance Company, and they are hereby authorized to carry to completion the arrangements for the proper organization of same.—Carried.

FREIGHT AND EXPRESS.

Mr. Currie: "A matter which I think should be taken up is that of partial carloads. Where it is not possible for a man to load a full car and there are other goods going forward on the same line to a town a short distance ahead, railway companies will not allow the car to be partly unloaded and forwarded at the same rate. The Association could take this up and obtain redress."

Mr. Rodney here arose to remark: "The Wholesale Association already has that matter in hand with a view to benefitting the retail dealers, and I have no doubt that it will be settled during the present year. I might say, however, that it is one of the matters in which Mr. Whitaker suggests the Retail Association might co-operate with us.

"I think it would be well when any matters are brought before the Railway Commission for the Association to have some clear evidence to lay before them in the shape of documents, sworn facts, etc., as mere statements do not carry any weight."

Mr. Whitaker: "For my part, I believe it is the sentiment of our

association that in matters where our interests are common, we should have good strong representation from the retailers because we are more apt to get anything we go after, and I feel that it would be a nice arrangement if we could work together."

Mr. Rodney: "At the annual banquet of the Wholesale Implement Dealers about ten days ago, some suggestions were made as to coming before the Railway Commissioners for relief. For instance, if a committee from this Association were to assist us they should have some paid freight bills showing that they had been discriminated against. I presume the gentlemen here understand that in express matter there is only one classification; it is entirely different from freight. When I was before the Railway Commission we were seeking to have a different classification for implements; we maintained that castings should not come under the same classification as cut glass or merry widow hats nor be shipped at the same rate per pound. The lawyer for the company said to me: 'You use the express companies as a matter of expediency, don't you; when you want to get something through fast? And you don't use them otherwise.'

"I told him that was true, and then he undertook to have me say that the farmer would gladly pay \$10.00 instead of \$1.00, rather than have a delay in transit of a repair part. Finally I told him that the farmer paid these rates for the same reason that a man went to the penitentiary—because he had to. Judge Maybee will give you the right kind of hearing, but you must present established facts, and you will get the relief to which you are entitled. Remember that the railways are always represented by experts and you must have absolute proof to refute their arguments.

President: "In connection with this organization, there is a feeling

that it takes too much money to keep an organizer on the road to collect the fees. We are practically spending the total membership fee in keeping up the membership. I expected Mr. Williams, of Gladstone, here to-day and he was to give us a little talk on that, but in his absence he has sent me this letter:"

"Mr. John Crawford,
"President Interprovincial Retail Implement Dealers' Association.

"Dear Sir,—

"I regret very much that I am unable to attend the Implement Dealers' meeting to-morrow.

"I had intended to introduce a discussion on the advisability of inducing members to join the Association for not less than five years, but I think a better way would be for them to become members as long as they are engaged in the implement trade.

"In the past our membership fees have been entirely used up in the travelling men's expenses and if the above was adopted all that would be necessary would be to notify a member that he is in arrears and refer him to his agreement. The organizer could then devote all his time to opening up new territory and soliciting new members.

"I think if you would put this before the directors they would adopt something which would be an improvement on the old way of getting the same members each year. I think one of the biggest drawbacks of this Association is that the members cannot see any value for their expenditure. They can reduce the expenditure by becoming continuous members so that the revenue can be used for some better purpose.

"Trusting that the meeting will be a success, I am,

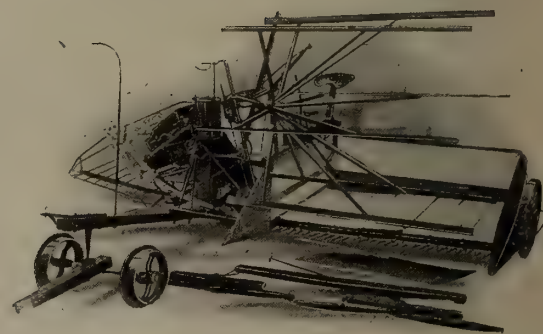
"Yours truly,

"Wm. Williams."

"In regard to membership—life-membership or longer than one year term, I think there should be some permanency to our organization—

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NOXON

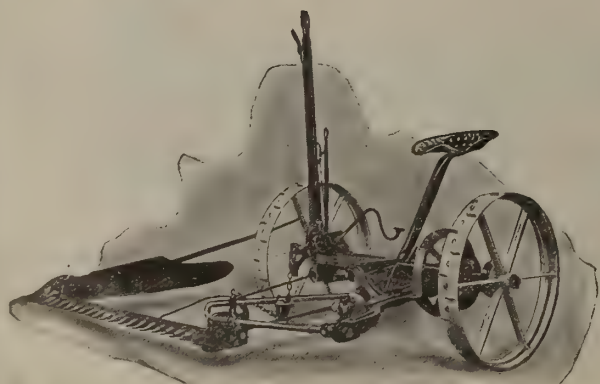
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Mowers,
Rakes,
Harrows and
Cultivators**



**They are money savers
and money makers.**

DEAL DIRECT.

The NOXON CO., Ltd., Ingersoll, Ont.





MR. IMPLEMENT DEALER

Why not handle this
profitable line ?

"METALLIC" BUILDING MATERIALS

It means both profit and reputation, for the weatherproof qualities of "Metallic" have been proven.

"Eastlake" Metallic Shingles have successfully withstood the wear and tear of all climatic conditions for 25 years. They make a permanent roof—a roof that is weatherproof for all time.

Go after those unsatisfactory wooden roofs—tell your customers of the durability of "Eastlake" Steel Shingles.

Write today for our Catalogue No. 80. It will assist you in making many sales.

"Eastlake" Metallic Shingles "Metallic" Cornices
"Manitoba" Steel Siding "Metallic" Portable Granaries
Corrugated Iron—galvanized or painted Conductor Pipe and Eavetrough
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We are the oldest and largest Sheet Metal building material firm in Canada.

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The Waterloo Tractor A Strictly Canadian Product



22 h. p. Traction or Portable

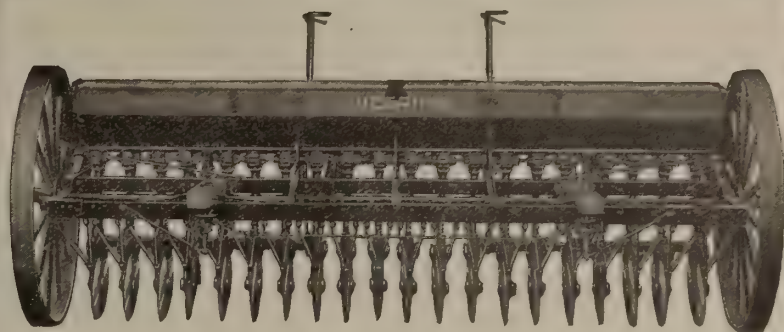
Designed to Meet Conditions in the Prairie Provinces

Four cylinder, water cooled, jump spark. Simple of operation, all levers within reach of steersman. Extra size driving wheels make easy traction. The last word in economic agriculture. Adapted for plowing and threshing. Dealers, get our agency. You can make big money selling Waterloo Engines. Exclusive features appeal to the farmer and make sales easy. The Waterloo is a long way ahead of the others.

WATERLOO MANUFACTURING CO., LIMITED

Portage la Prairie, Man.

Regina, Sask.

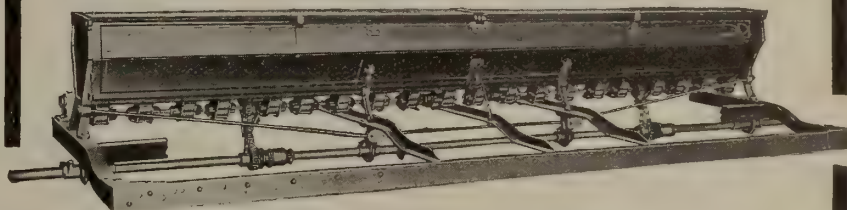


DEERING DRILLS

Dealers who handle Deering drills will be in position to offer to the farmer a drill that is so strongly made that it will stand up under the most severe usage. The frame is unquestionably the strongest that has ever been put upon a drill. This frame is equipped with a truss rod which makes it impossible for the drill to sag no matter how long it may have been in use. This is a point that will appeal to any farmer.

Another point: Deering drills have continuous axles which run the entire length of the machine. These axles impart a continuous and positive action to the feed runs, whether the machine is being driven straight down the field or around sharp curves, consequently the seed is always deposited evenly. Stub axles are not used.

One of the great advantages in owning a Deering drill is that the furrow openers of the single disk, double disk and shoe drills are interchangeable, consequently if the farmer has one style of drill and desires markers for the others, we can furnish them to him and thus put him in possession of practically three drills in one—a seeding machine for hard and dry, trashy, muddy, or a well prepared seed bed.



A NON-SAGGING FRAME

There are many other features of the Deering drills that will interest you. Write to the nearest branch house for a Deering spring implement catalogue and information as to prices, terms and territory.

Dealers who handle the Deering line may also have the advantage of handling Deering binders, mowers, reapers, hay rakes, hay loaders, side delivery rakes, hay stackers, disk harrows, smoothing harrows and spring-tooth harrows, and cultivators, in addition to the drills.

WESTERN CANADIAN BRANCH HOUSES:

Calgary, Alta.
Edmonton, Alta.

Regina, Sask.
Saskatoon, Sask.
Yorkton, Sask.

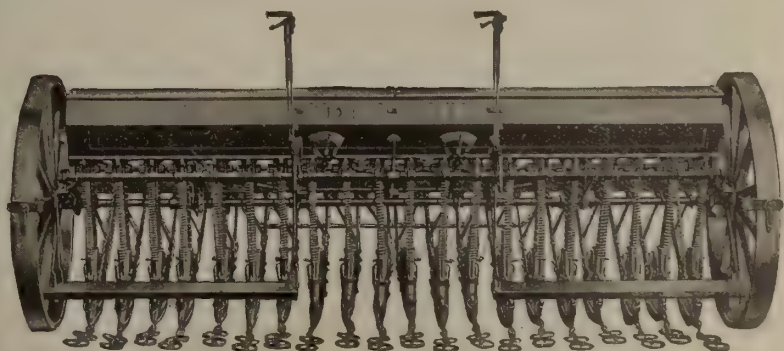
Winnipeg, Man.
Brandon, Man.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO

U.S.A.



more than we now have. I would be willing to sign an agreement to be a member as long as I am in the implement business, and agree to pay \$5 a year on receipt of certificate attached to sight draft. That would save a great deal of work in connection with keeping up the organization. Our rules and by-laws would have to be amended to bring that change about. Perhaps we had better let that stand until we meet again, but if we could bring that condition about it would seem desirable."

The secretary then read a letter from J. C. Reid, of Deloraine.

It was moved by Mr. Shirriff, seconded by Mr. Simpson, that the letter be filed.

The secretary then read the following letter:

"Winnipeg, Man.,
Feb. 5, 1910.

"F. D. Blakely, sec.-treas.

"Interprovincial Retail Implement Dealers' Association, City.

"Dear Sir:—

"The writer is leaving Winnipeg to-day and will be absent during the Bonspiel, at which time he understands your Association holds its annual meeting, and if it is decided to continue the Association this company will be glad to renew its subscription of last year, namely \$50.00.

"Yours truly,

"John Deere Plow Co., Ltd.,
(Signed) "W. H. Hutchinson."

At this juncture Mr. C. H. Whitaker, of the Massey-Harris Co., and Mr. M. J. Rodney, of the International Harvester Co., rose to say that they would each be glad to continue the subscription of their respective companies of \$50.00 each for 1910.

Moved by Mr. Shirriff, and seconded by Mr. Simpson, that the communication of the John Deere Plow Co. be acknowledged with thanks and that the thanks of the Association be now tendered to the Massey-Harris Co., and the International Harvester Co.—Carried unanimously.

ELECTION OF OFFICERS.

Moved by Mr. McKibbin, and seconded by Mr. Johnston, that Mr. Crawford be appointed president.—Carried.

"President: "I can assure you that it would be quite a relief to me if I did not continue in office, but I will accept the position for another year and do what I can to put the Association in the position it should occupy. I think the implement men of this country should be the biggest men in the country. We have more energy; we have got to have it or quit. We must get away from the narrow path we have been travelling and I think all of you who have come here to-day are going to take an interest in the work of the Association, and I thank you for the renewed confidence that you have placed in me."

Moved by Mr. Chris. Johnson and seconded by Mr. J. A. Morcombe that Mr. Winram be vice-president.—Carried.

Mr. Winram: "I thank you for the renewed confidence you have placed in me. Like the president, I would rather see someone else appointed, but I shall do the best I can to assist the president, the board of directors and secretary to make the Association the success it should be.

Directors for Two Years.

Moved by Mr. Morcombe and seconded by Mr. Winram that the following be appointed: Mr. Williams, Mr. J. P. McKibbin, and Mr. H. E. Hamilton.—Carried.

Directors for One Year.

Moved by Mr. James Winram and seconded by Mr. J. P. McKibbin that Mr. L. E. Yingst, Mr. Chris. Johnson and Mr. David Shirriff be appointed.—Carried.

MR. RODNEY'S ADDRESS.

Mr. M. J. Rodney, general agent in Winnipeg for the International Harvester Co., was now called upon by the chair. Mr. Rodney put a question as to the length of time it was permissible for him to take the floor and the chairman in response said: "There is a story told of a prominent minister in the Old Country who was to preach before some college students, and he asked the authorities of the college how long he should preach. 'Well,' the principal replied, 'there

are no souls saved after half an hour.'"

Mr. Rodney then proceeded with his discourse:

"It is hard for me to say very much this morning that would be of interest to you. A few of my friends here realize how busy I have been during this Bonspiel and how many problems I have had to solve. But I want to thank you for inviting me to this meeting. I am sure it affords me great pleasure, particularly in view of the fact that we are to have a good lunch after the meeting. Usually when I have run up against the retail dealers I have got the worst of it, but this time I am going to get the best of it. When the Winnipeg Wholesale Implement Association held their annual banquet recently, we took a rather modest lunch at the Angelus; we didn't feel we had made enough money to come to such a palatial hotel as the Royal Alexandra. We find now that the retail men are the fellows that have been getting the peaches during the past season while we have been getting the lemons.

"I want to say, as President of the Winnipeg Wholesale Implement Association, that I extend to you a cordial welcome to our city, and I assure you we are in sympathy with the troubles and trials you have. We know that you have a great deal to contend with.

"I have seen a great deal of association work across the border and I may say that much good

COMPETITORS' FEAR OF TUBULARS

Shows You the Value of

A SHARPLES CREAM SEPARATOR CONTRACT

Twice, recently, we have publicly and widely made the following fair offer to manufacturers of common cream separators. We again repeat it:

If any maker of common cream separators will print the names and addresses of all persons who—for any reason whatever—exchanged Tubulars for his machine during 1909, we guarantee to print a list AT LEAST TEN TIMES AS LONG of those who discarded his class of machines for Tubulars during 1909.

No manufacturer has accepted this offer. Are they afraid? Is not their silence the best proof that Sharples Tubular Cream Separator sales exceed most, if not all, others combined—that Tubulars probably replace more common separators than any one maker of such machines sells? Could you ask any better reason for handling the simple, sanitary, easy to clean Sharples Dairy Tubular—The World's Best?

Wide awake, progressive, successful dealers everywhere know that competitors fear Tubulars—and that is a strong reason why such dealers, all over the world, handle Tubulars.

Sharples Tubular Cream Separators are manufactured by America's oldest separator concern. One of Canada's leading industries. Dealers only. Heavy, effective advertising all the time. Write for contract or ask to have a traveler call.



The Sharples Separator Co.

Toronto, Ont.

Winnipeg, Man.

can be accomplished by this Association, provided that your efforts are directed in the right channel, and with such a man as Mr. Crawford as your President, and the directors whom you elected, I have not the least doubt that you will work out many things that will be beneficial. You know there are a great many who get into associations of this kind and expect to receive big benefits; if they don't, they get sore and drop out. The things that will accrue directly to the individual dealer, to my mind, will not be large or very perceptible, but you will be benefitted if you stick and pull together along the right lines.

"So far as terms, or anything of that kind are concerned, I don't believe that it would be well to inject anything like that into the Association. We have a Wholesale Association here and we have steered clear away from that for the reason that while a number of men would be absolutely honorable and live up to their agreement, there is in every organization a certain percentage who will not. They will take advantage of the agreement to try and benefit themselves. Nobody knows that better than Mr. Whitaker—a man who is the soul of honor—and a number of other managers of the manufacturers' and wholesalers' interests in Winnipeg would not enter into an agreement of that kind.

"The system of keeping accounts, or the local agents' bookkeeping, is a most important point. That is the very life blood of your business.—a good set of well-kept books, so that you know where you stand all the time; so that you know the line of goods you are making money on and the line you are losing on. This proposition of cost accounting in your business would, no doubt, surprise you, as to the lines that you are actually losing money on and those you are making money on. To the dealers who are listening to me, I want to say that if they have not got the right kind of system in their business the best money they can spend is in an up-to-date system of cost accounting, and, if possible, in putting to work a man to keep their books right. What would the business of any manufacturer mean without a good accounting system? I started on the road nearly a quarter of a century ago, and I have been among a good many implement dealers and have seen their methods, and it was always a pleasure to go into a dealer's place in the fall of the year and find that he knew to a dollar how he stood. The man who does not know where he stands is an unsatisfactory man to deal with, because he does not know when he sees a statement whether it is right or wrong, but the man who knows his position is the satisfactory man to settle with, and he is going to have a business that will make him some money. The line of goods that he is losing money on he is going to drop, or put on a basis where it will pay. I remember a

man down in Iowa when I was a young chap. His name was Mac and he went into the implement business. He was one of those long-headed, long-necked, tobacco-chewing Yankees. He thought he would make a good implement man, so he started in. I came along in the fall to settle with him and he said to me: 'I had some bad luck this morning.' 'How is that?' I asked. 'Well,' he said, 'last spring when I built that implement shed some fellow came in and hung up a big poster and I kept my repair account on it during the summer, and I went out this morning and left the window open and a big west wind came and blew my repair account away.' Now that is of course an exaggerated case, but just the same I believe the gentlemen here will agree with me that the book-keeping and accounting proposition is an important one to the retail dealer and one he can well afford to put some money in.

"In regard to collections, I have always been a crank on that, and I will tell you of another man who taught me something about it. He was a retail dealer; his name was Tom Crow, and he came from Ontario. He had a little money—about \$1,600, and he started into the implement business. He had never been in it before, but he was a wise, far-seeing fellow, and he simply said to himself: 'If I am to make a success of this business I have got to collect my money, and I am going to do it.' So he hired a cheap man to set up the implements, etc., and did the selling himself, and when a fellow came in Tom would say to him, 'What are you going to buy?' Perhaps it was a planter the man was looking at. Tom would take him right into the office where his order blanks were, and nine times out of ten would write the order. When he delivered the goods he wrote that man's note and it was signed before he left the place, and he would make it draw interest. When the first of October came around Tom had his warehouse cleared out. He never deviated from this policy. A man would come in and say 'I want a wagon.' Tom would reply: 'I am entirely out: the thing is all off for this year.'

"Now, Tom was interested only in collecting his money, and when a fellow came in would say: 'I have got your note here, John: it was due the 1st of October.'

"Well, I expect to haul in some hogs in about thirty days and pay.'

"That is all right, but I have lots of debts to pay and I want this; it is due and I must have the money.' And I never saw a man go out of town without paying him. Often they quarrelled, and the man declared he was never coming back. But he came back again next spring, because he didn't owe Tom anything.

"Up the line was David Cuffit, who had put a lot of money into his business, and had been there for 25 years, and who quit with a good deal less than he put in. He

Prestige, Profit and Satisfaction in Selling DE LAVAL CREAM SEPARATORS



Every DE LAVAL Cream Separator that is sold anywhere in the world brings prestige, profit and satisfaction to the man who sells it. Likewise does it bring profit and satisfaction to the man who buys it. DE LAVAL business methods and established policies coupled with the superiority of DE LAVAL machines will permit of no other result.

Selling DE LAVAL Cream Separators is like selling GOVERNMENT BONDS—they are both absolutely safe. The DEALER in either is handling the safest and best of its kind. These are the short, simple truths about DE LAVAL Cream Separators.

Another season for active separator work is now here. Agency applications are cordially invited and will be given prompt and careful consideration.

THE DE LAVAL SEPARATOR CO.

Montreal WINNIPEG Vancouver

said: 'If I had it to do over again, I would do the same as Crow. Many a fellow has come in and has said to me "I can't pay this fall, Crow has forced me to settle and I will never buy from him again," and I have invariably extended the time, believing that I would get all of his trade the following year. When spring came they, however, went to Crow again, giving me as their excuse that they didn't owe Tom anything and they thought I had burdened enough.'

"In regard to the implement dealers. The average dealer is generally regarded as a pretty smooth sort of fellow. But I have been in touch with them for a long time and want to state in all sincerity that I believe there is no man engaged in any class of business to-day who is more straightforward than the average implement man.

The reaper and the plow have always gone in advance of civilization; they have always surely gone in advance of the bank and departmental store. They have helped to advance this great West. What would it amount to today, if it were not for the implement man? And many a poor fellow has gone on the rocks trying to push it; and the big concerns who have operated here in Canada and the Western States for years, combined with the efforts of the retail dealer, have done more to advance the Great West than the banks have ever done. The banks have always run away

in times of need, you know that from your own experience.

"Now, we are just on the threshold, as it were, of Canada's prosperity. It is the last Great West. There has been much done, but no man can predict what will be done in the coming ten or twenty years. We have here in Western Canada about 170 million acres of arable land that has never been touched by the plow. It soon will be; I may not see it all done. But it is coming fast. Americans are coming over here and they are coming rapidly, and as a rule they are pretty good farmers and bring money with them; they have begun to recognize the merits of this country.

"I tell you, gentlemen, that the interests of the Americans and Canadians are identical. I was born down in the States, but my father left this side of the line as a young man, and for that reason I have a very warm spot in my heart for Canada, and there are few of us, I presume, who have not relatives on both sides of the line. Our interests are interwoven. The Canadian laws are in every particular just as good as the American laws. They protect your life and your property. What more do you want? The Canadian flag, gentlemen, is a good flag; it is as good as any flag on earth. That is no lip sentiment with me. I have my money invested in the three provinces, and I came over here to Canada a little over three years ago and I expect

to remain here, and, as I said to the Winnipeg Wholesale Association the other evening in closing, it seems to me that when the Canadians made their flag, they went out to one of the Ontario groves and gathered a quantity of maple leaves just after they had been touched by the first frosts and had turned to crimson; they put a few pieces of goldenrod in; and reached up and took down from the heavens a little blue and sunshine; and made the flag. It is a beautiful flag, gentlemen. Long may it wave!"

MR. WHITAKER'S ADDRESS.

Mr. C. H. Whitaker, manager of the Manitoba branch of the Massey-Harris Co., was the next speaker, and said:

"Mr. Chairman and gentlemen: I deem it an honor and pleasure to have my name coupled with this program to-day. When our people have an annual meeting or a banquet or some other function they usually call upon the silver-tongued orators of the Association to do the shouting. Therefore, lately my opportunities for addressing gatherings have been somewhat scarce. So that when I received an invitation from your gathering to address you, I simply jumped at the opportunity like a spring trout.

"I think, gentlemen, I was led to accept this invitation to address you by what was said to me by Mr. Blakely. He requested me to read to you to-day a short paper and this appealed to me as being very

easy. There is of course one objection to the reading of a paper: that is, by the time it reaches one's ears it is a little flat. There is the further danger that the speaker may have possibly borrowed his speech from someone else, and you may be compelled to hear the same discourse for the second time.

"It is a privilege to speak to such an Association as this, one which is the expression of a desire to exploit the West in connection with our own business, along sound lines.

"Progress, advancement; these are words which in every generation have carried their own appeal. It is but a poor compliment to those who have preceded us to say that we are living up to the highest standards which prevailed in their day. By reason of what they did our standards are advanced, and our obligation is to interpret these advanced standards.

"With the years has grown the idea of co-operation in the interests of progress. Wisely guided it is a helpful factor. In bringing together those who are mutually interested in a certain line of thought or action one highly important result obtains—a realization of identity of interests. This is the basis of all progress. Working each for himself without knowledge of conditions as they affect another, little can be done; realizing that what is to the advantage of all is to the advantage of each, much can be done.

REPAIRS

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"DOWAGIAC"

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Power for Plowing

Is interesting your customers now. The "Flour City" Gasoline Tractor, "The Gold Medal Winner" is the engine you should sell. The demand is greater than ever. Why? Because it has made good.



POWERS FOR WINTER AND SPRING WORK are the **STICKNEY GASOLINE ENGINES** and **CANADIAN AIR-MOTORS, TORONTO GRINDERS AND SAWS.**



Our lines of **Well Drilling** and **Boring Rigs**, **Aylmer Standard Scales** and **Pumps**, **Toronto Pumps**, **Tanks** and **Troughs** are all **Profitable Lines** for the wide awake Dealer.

Get our Contract.

Send for our new Catalogue.

Correspondence solicited.

Ontario Wind Engine & Pump Co. Ltd.

WINNIPEG

CALGARY

"The largest interests in the West to-day are the farming interests. What benefits the farmer directly or indirectly benefits each of us. Speaking now more exclusively of ourselves as implement men, it is a short-sighted policy on our part to endeavor to create conditions which are not beneficial to the farmer. The aim of such an Association as this, and such an Association as that of the Wholesale Implement Dealers, should be "a square deal for the farmer", and in the securing of it for him we place our business on a firm footing, and make expansion possible.

"The need for co-operation is especially urgent where new conditions have continually to be confronted. Combined experience brought to bear on these subjects often furnishes the key to the situation. Many elements enter into the creating of these new conditions, and no one should be more directly concerned with them, or be more prepared to cope with them, than the implement men, for the reason that they are among the first to influence new settlers. Often ahead of the railway goes the implement dealer. If from the very first day none but strictly good business principles are employed in our dealings with newcomers, we have gone a long way towards the permanent establishment of these principles.

"I would like to say also, that the Wholesale Implement Dealers' Association was formed for exactly the same reasons in its sphere as your Association stands for in another sphere. Many of the questions dealt with by the one are as vitally interesting to the other. For instance, the matter of express rates. This was taken up by our Association some three years ago. It has been kept in mind continuously ever since, it is now before the Railway Commission, and any day their ruling is expected. Whatever adjustment may be made in the rates will more directly benefit the local dealers and their customers than it will the wholesalers. Therefore, in this and in many other matters we ought to work shoulder to shoulder. Your Association could supply information which would be invaluable to us in dealing

with many questions, and in turn we might be able to support you over others.

"Again, transportation matters concern you and us very nearly; the subject of credits touches us both; so that, just as there is need for co-operation between retailer and retailer, so there is need for co-operation between wholesaler and retailer.

"In passing, I would like to congratulate you on the move you have made in the matter of Mutual Insurance. This is a step in the right direction, a progressive policy.

"We can view with satisfaction several conditions in the West which affect the implement trade advantageously. In no other country where grain is grown is the farmer so favorably situated as in Canada. Considering the area under cultivation and the population he has better transportation facilities for his produce than are offered in any other country, and the prices he obtains compare most favorably. He is able to purchase his implements cheaper in the Dominion of Canada than can farmers elsewhere, unless it be in one or two of the eastern states where conditions are unique.

"All these things being so it is easier for both dealer and manufacturer to maintain a high standard. Not only is it a safe policy to conduct our respective businesses on the highest possible plane as regards honor and efficiency, it is also our obligation to those who follow us. It is our privilege to bequeath to them an elevated standard. We must grapple with every bad condition that presents itself; they will have plenty of their own to face. Then, too, in the matter of the implement trade, we have the experience of others to guide us, and are not worthy of our opportunities if we repeat their mistakes.

"In conclusion, I want to say I am glad that a few years ago this Association was formed. It is even more necessary to-day than it was then. Its success depends upon the personal interest taken in its aims and objects by each member; upon each member taking a broad view

of the questions which arise, and when decisions are reached keeping faith with each other. In a word its success depends upon a co-operation which co-operates.

"Mr. President, I thank you again very cordially for having coupled my name with this meeting. I wish you, sir, the executive, and the Association collectively every success for the year 1910, and for the future."

MR. NELSON'S ADDRESS.

Mr. I. C. Nelson, of the Stewart-Nelson Co., then addressed the meeting as follows:

"Mr. President and gentlemen, in attempting to address successful trade veterans, the knowledge that one's remarks are open to criticism may induce an attack of stage fright. I shall, however, do my best to steady my nerves and interest you.

"At one time, while on the road waiting for a delayed midnight train I made a few notes which I thought might be used on just such an occasion as this, and I am now going to spring this infliction upon you, praying of course for the usual clemency and patience of implement men.

"The implement man is expected to donate to every charity, church, function, fair or scheme of the hour that is in need of funds in his town. He has to give more advice, and is called on for his opinion more often than all the professional men combined in his vicinity. In addition, to satisfy the demands made upon him, it is necessary for him to have a working knowledge of agriculture, banking, law, mechanics, medicine, politics, religion, latest markets on grain, poultry and stock raising—in fact, he has to be a walking encyclopaedia.

"In the event of any such calamity as crop failure, fire, hail, or low market prices, the first man the farmer stands off is the implement man. And the notes the farmer wants renewed are those held by the same individual. These favors any fair-minded business man is prepared to convey, so far as he can afford, but the game has been overworked, and things have come to such a pass that the implement

dealer is looked upon more as a philanthropist than a business man.

"You have all heard the story of the settler whose credit was not even good enough for the purchase of a grain cradle on time at his hardware store, but who had no difficulty in obtaining a modern harvesting machine on credit the same day from the implement man.

"How many pioneers remember the days when these conditions prevailed? How many good, honest Western Canadian dealers, jobbers and manufacturers have blighted the prospects of their families in attempting to finance the implement needs of the prairie homesteader?

"I state here without fear of contradiction that no western business men have stood so much of the brunt of the fight entailed in opening up a new country as have implement men.

"No class of men, by their enterprise and liberal business methods, have done so much to promote our present prosperity as implement men.

"Our bountiful farms, our splendid buildings, our streets and roads, our bank clearings, our commerce, our railways, our shipping, our industrial enterprises, the fact that the very ground we stand upon has increased over a thousand-fold in value—all demonstrate the triumph of agriculture through the help of the implement men.

"Canada's great lone land—from the Lakes to the Rockies—is, I believe, the largest stretch of arable land unbroken by desert, and of stronger vegetation than any similar area in the world, and the products of which, a few years ago, consisted of buffalo hides, deer skins, and furs, and the inhabitants of which were chiefly natives, foxes, wolves and gophers, is now the progressive and vigorous provinces of Manitoba, Saskatchewan and Alberta. These form Canada's greatest market for industrial products, and count their people by the million, their wealth by hundreds of millions. And they support a larger percentage of farmers and ranchers of wealth than any other country on earth.

"With the advent of the farm tractor, now proven a commercial

GOOD SELLERS--GOOD PROFIT IN THE RELIABLE RAYMOND LINES

RAYMOND SEWING MACHINES

the kind your Grandmother used, your Mother used, and you should use and sell. For half a century they have been the acknowledged favorites and leaders.

All the most up-to-date improvements known to the Sewing Machine World are found on them.

NATIONAL CREAM SEPARATORS

Have been proven beyond a doubt to be a high class, durable, reputation-building separator, one that a dealer can recommend as being the best, knowing it to be a fact. Why not handle a sure thing.

Write for Agents' Terms and Catalogues

Raymond Manufacturing Co., Ltd., of Guelph

312 Donald Street, WINNIPEG



success, it requires no stretch of imagination to see a new class of agriculturist appearing on the scene in Western Canada—the professional grain growers—who will practise both extensive and intensive farming, dispose of their crop in the fall, lock up their power plant at the first sign of ice, and, like the birds, “flit south,” each to take care of his tropical plantation during the winter months.

“In all walks of life it is a case of the ‘survival of the fittest.’ In the implement business you must get on to the curves of the trade quickly or it is questionable whether you will survive at all.

“Cold, hard cash goes into every inch of wood, steel and iron, every minute of time in constructing, also in transportation, handling, warehousing and erecting implements. In addition the cost of selling implements is higher than in any other line of goods. The capital invested and the expense entailed produce a lower percentage of profit than in a great many other industries, and therefore the implement business has to be run on more economical lines and with greater precaution than most others.

“In spite of these facts it is hard to forget the good old days of long terms and fat profits, when we could make so much money ‘on paper’, and too often discover, when it came to collecting the paper, that we had accumulated a discouraging loss. And I believe, gentlemen, that if the farmer and the public in general understood conditions as they truly are; if they knew that the implement men have been forced through adverse conditions to finance time and again the farmers to an extent where they and their families actually suffered want, they would have a respect for our calling which is not enjoyed by any other.

“In our zeal for increased business we still extend credits and terms of payment to an extent that is open to criticism, and the favor is very often sadly abused, with the result that the reputation of the implement business suffers.

“To-day there is a branch of a good Canadian chartered bank in almost every western town, and the time has arrived when any reliable farmer should get a greater line of credit—at a lower interest rate, from his home bank than he has any right to expect from an implement man. In fact, there is no longer occasion for the implement man, branch house or jobber to run a banking business on the side for the benefit of farmer customers.

“Under present conditions of keen competition it is hardly in keeping with the business spirit of implement men to get together purely for the sake of throwing flowers. Indeed, we all have our faults and frailties, and there is much for us to learn and a great deal of room for improvement. However, with all our faults I am proud to be a western implement man, proud to be a “Western Canadian” implement man, and proud

to stand up with men whose word is their bond; who have built up, individually, their own businesses; and collectively the prosperity of their country.

“No association can find a cure for all trade evils; we are each bound to compete with the others for a full share of the business going; still, we can work together harmoniously and if necessary fight for what we consider fair play in the trade, until these objects are attained and the implement business put on such a footing that it cannot command anything but respect from all. In this way the progressive, thrifty, prompt-paying agriculturist is reached and a good understanding arrived at with all who use farm machinery. The farmer is the closest and keenest buyer of today, and the better the organization of the trade in open market the more he will get for his money.

“I am a firm believer in organization; in union is strength, and I feel confident that, united, our trade as a whole will be able to effect reforms in business which it would be useless for us as individuals to attempt, and in collective efforts I see the opportunity of many improvements to the implement trade.

“Gentlemen, I thank you for your patience, your kind attention and your time. I am sure we all wish each other a more happy and prosperous year than ever.”

Moved by Mr. Morkill, seconded by Mr. David Shirriff, that a vote of thanks be given Mr. Rodney, Mr. Whitaker and Mr. Nelson.—Carried.

The meeting then adjourned, subject to the call of the executive and the members then repaired to the main dining-room to partake of the excellent luncheon provided.

BOARD OF DIRECTORS.

After luncheon the Board of Directors assembled, and Mr. F. D. Blakely, publisher of Canadian Farm Implements, was re-elected secretary-treasurer for 1910. The following business was then transacted:

Moved by Mr. C. Johnson, seconded by Mr. L. E. Yingst, that Mr. D. Shirriff be auditor for 1910.—Carried.

The following committees were appointed: On Insurance; Messrs. Crawford, Williams and Hamilton. On Legislation; the Secretary, Messrs. Johnston, Yingst and McKibbin.

On Freight and Express; Messrs. Winram, Shirriff and Crawford.

Business connected with Membership and Organization was left to the discretion of the president and secretary-treasurer.

On Entertainment; the secretary.

The question of affiliation with local or club organizations was briefly discussed and it was decided that such action was desirable, and the Committee on Legislation were instructed to prepare amendments to the by-laws for consideration at the next general meeting dealing with such affiliations.

A general discussion on catalog

house competition followed and it was unanimously conceded that any manufacturer who sold to mail order concerns was not entitled to the patronage of the retail implement dealer.

The secretary was instructed to send a circular letter to all members notifying them that dues for 1910 are now payable and requesting prompt remittance.

The meeting adjourned at 3.15 p.m.

A Good Line for Western Dealers.

In many districts of Western Canada the farmers are building splendid barns for stabling their stock. This opens to the implement dealer three good money-making lines: 1st, hay carrier outfits for filling the barn; 2nd, stanchions and steel stalls for the stable; 3rd, litter and feed carriers. Every dealer should secure an agency for these lines. The class of farmers who buy them are good, prominent men or else they would not have barns requiring such goods and so it is a desirable class of trade.

Beatty Bros. of Fergus, Canada, manufacture perhaps the broadest line of barn and stable equipment in Canada. They cover all three of the above lines. Their ad. appears on another page of this issue and they are making a bid at the present time for Western trade. Any dealer who has not already secured such a line should write to them at once.

The firm of Beatty Bros. is one of the most prosperous and successful we have in Canada. Starting in the hay carrier business some eight years ago they have grown so rapidly that they now employ over fifty hands and their factory covers over 20,000 ft. of floor space. All their factory buildings are substantially built of stone and the power is derived from a splendid water power on the Grand River.

They have bought out the hay carrier business of a number of other Canadian companies, including Provan of Oshawa, Whitman & Barnes of St. Catharines and Tolton Bros. of Guelph and to-day they are one of the largest manufacturers of these goods in Canada. Their line will find a ready market in the prairie provinces.

A Broadcast Sprayer Attachment.

Appreciating the farmers' needs, the Aspinwall Mfg. Co., of Jackson, Mich., U.S.A., who have a branch establishment in Guelph, Ontario, have designed a Broadcast Attachment for their double cylinder high pressure sprayer, making it as effective an engine of warfare against wild mustard when using iron sulphate as it has always been in combating potato bugs and blight, and the machine can also be used in field spraying without removing the parts regularly employ-

ed in spraying potatoes, strawberries, melons, etc., as these parts are in front while the broadcast attachment goes on at the rear.

The Aspinwall Double Cylinder Sprayer has great capacity and using the broadcast attachment pressure from 80 to 100 lbs. can be obtained, giving a fine spray completely covering the foliage.

The boom is 12 feet in length, made of brass and highly reinforced, insuring rigidity. It is equipped with nine nozzles set at regular distances apart, giving a wide range of spray. The boom is jointed so it can be raised and lowered as required. The combination of potato and field sprayer obviates the necessity of an additional machine.

Protection from Lightning.

M. Townsley and Sons, who for the past 8 years have been manufacturing lightning protecting appliances at Minneapolis, Minn., have established a factory at 199 Main St., Winnipeg, and are energetically going after business in Western Canada. A very large percentage of the fires in Western Canada are caused by lightning, and the wisdom of protection must be apparent to all.

The firm guarantee every statement made in connection with their goods, the copper cable used being 99 per cent. pure. Literature dealing with their supplies will be forwarded to any dealer on request. We are assured that they will sell only through the trade and that they give exclusive territory to their customers. It would seem that this is a line dealers would do well to push as a specialty, there being more profit to it than any other article we know.

1910 Implement Blue Book.

We are in receipt of the Implement Blue Book for 1910. The new volume contains over 500 pages and has been carefully revised up to the first of the year. A complete list of American manufacturers of farm machinery and vehicles, etc., is given. The many changes in the trade in 1909 have been incorporated and have made necessary the increase in size. The work is indexed, cross indexed and double indexed for facility of reference, and the plan of arrangement is most practical and satisfactory. The book is issued by the Midland Publishing Co., St. Louis, Mo.

Calgary Annual Cattle Sale.

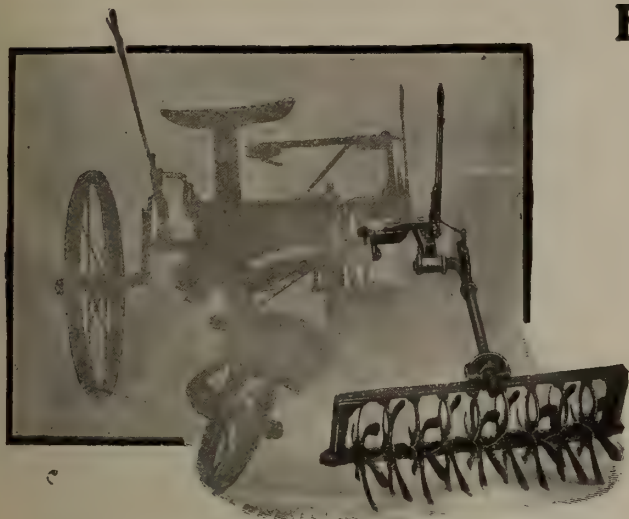
The tenth annual Auction Sale of pure-bred bulls and annual pure-bred Cattle Show held under the auspices of the Alberta Live Stock Associations is announced for April 5, 6 and 7, 1910.

Tickets will be issued from all stations in Alberta on the C. P. Ry. at single fare, April 3, 4, 5 and 6.

Passengers from other points can also obtain reduced rates.

National Rotary Harrows

FOR PLOWS



We are the originators of the stationary beam in combination with the swinging beam on Rotary Harrow Attachments for Plows---a feature which has proven to be the most vital point as shown by the remarkable sales to date. All blades are drawn to a sharp cutting edge and shaped to produce a Draw Cut in penetration of the soil. Lifting lever is positioned to be within easy reach of the operator, whether in the seat or behind the plow.

This attachment reduces the plowing, dragging and harrowing to one operation, at a time when it should be done. One man and team does the work of three men and three teams, and guaranteed to produce a better seed bed.

It is a labor saver and a money maker for the farmer. Representative dealers wanted in all unoccupied territory.

MANUFACTURED BY

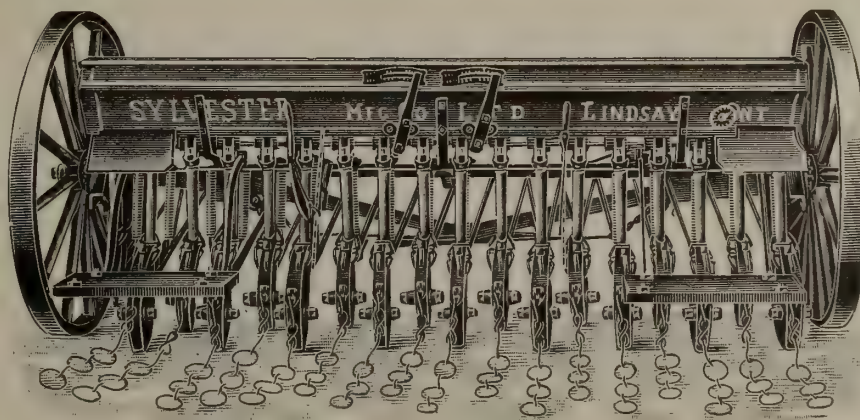
THE NATIONAL HARROW CO., LEROY, ILL.

(INCORPORATED)

TUDHOPE, ANDERSON & CO. LTD., GENERAL AGENTS FOR CANADA.

Sylvester Double Disc Drills

We have large stocks at Winnipeg and our three branch houses. We can fill your orders promptly. Let us hear from you.



The 1910 Sylvester is the most satisfactory grain drill ever made or sold. It will get you trade and hold it.

The Sylvester is the only **drill** sold in Canada manufactured under the Stevenson Patent. This is the patent that revolutionized grain seeding machines.

These drills are perfect in construction; the continuous axle makes sagging of the grain box an impossibility.

They are made in sizes 18, 20, 22 and 24, Disc and Shoe. They are interchangeable so that either disc or drag shoes may be used, and the perfection of our disc scraper has not been approached by any other manufacturer.

Sole Jobbers for Western Canada:

Tudhope, Anderson & Co., Ltd.

WINNIPEG

CALGARY

SASKATOON

REGINA

Join Your Association.

The question of how best to increase the membership of the retail dealers' association is of paramount importance. Every retailer in Western Canada ought to be on the rolls of his association, thereby forming the trade as a whole into a compact, concentrated organization which is bound to command the respect and co-operation of manufacturers and jobbers. The association embracing every member of the trade in its particular district will in itself be the best protection against trade abuses and will implant in its members a unanimity of purpose which of itself should do much to eliminate price cutting and kindred evils.

The larger the membership the greater the power wielded, and the greater the benefit to each individual unit, as a result of close association, interchange of ideas, and educational processes.

The retailers' association establishes a new order of things. Dealers, for the first time, get acquainted; the antagonistic feeling towards competitors gives way to a more friendly feeling, and the realization comes that the friendship of other dealers is worth cultivating. And the great old saw "in union is strength" comes to mean something real.

One of the most serious obstacles in the way of building up an association and binding its members together is the want of confidence between fellow-dealers. The idea that the man in the same line of trade wants to cut your throat—metaphorically speaking—is a hard one to get rid of, and exists in every kind of business. It is the result of competition, but not legitimate competition, and the effects of association work have proved that such distrust will to a very great extent disappear with the coming of a more friendly spirit among dealers, and the determination to have one price and stick to it. At the same time there is no reason for a decrease in legitimate competition. A determined effort to secure all the business possible is just as necessary and more profitable to the association member than it was under the old system, when each man stood alone.

The manufacturers and jobbers have a watchful eye on associations to-day, and their recognition of the work accomplished depends to a great extent on the attendance at meetings, the subjects discussed—in fact, on whether anything worth while is being done.

We must, then, make the association broad in its aspirations and generous in its methods. The closer we get together on subjects of mutual interest, the more shall we be able to accomplish.

"What am I doing to make my association worth while?" is a question that every man in the business should ask himself. There is no time like the present to take hold of the opportunities for rational



CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
F. D. BLAKELY, Manager
822-3 UNION BANK BUILDING Telephone Main 518 WINNIPEG, CANADA

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ADVERTISING
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Change of Advertising Copy should reach this office not later than the
25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Assn. Entered in Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, MARCH, 1910

combination, and nothing of lasting good is likely to be accomplished until we all pull together.

Mutual Fire Insurance in U.S.

In view of the establishment of a Mutual Fire Insurance Company in connection with the Interprovincial Retail Implement Dealers' Association some facts placed before the North Dakota Hardware Dealers at a recent convention should have an interest for our readers.

The secretary stated in his report that the saving to policy-holders amounted to from 33½ to 50 per cent. In one instance 177 members carried a total of \$490,000 insurance, or an average of about \$2700 each. The total premiums paid on this insurance was \$16,000, meaning a net cash saving to the members of \$8,000.

Mr. C. F. Ladner, of St. Cloud, Minn., president of the Retail Hardware Mutual Fire Insurance Co., of Minnesota, addressed the convention on mutual fire insurance as follows:

"Why did the hardware associations organize companies?" he asked. "Are we not encroaching on other legitimate enterprises in entering this field? I say, no. The old line companies invited this course by classing the hardware store risks with the grocery store, dry goods store and so forth. We considered this an injustice and proved it so. There is no moral hazard in hardware risks. This we have also proved. In ten years the Minnesota company had only two cases that were at all suspicious. In both of these cases we had no proof and the dealers were given the benefit of the doubt.

"A representative of a mutual

company which handles all classes of risks told me recently that 25 per cent. of his company's losses were where the policy-holders 'sold out' to the company. In plain words, they were dishonest losses.

"We wanted something tangible to show as the results of organization. While our association has performed many different functions which have saved the members thousands of dollars, these things are not as much appreciated as the return each year of 50 per cent. of the insurance premium.

"Some of you may feel that the mutual companies are not as safe as the old line companies. The Iowa company ranks second among all companies with regard to the ratio of its assets as compared with its liabilities.

"Since the Minnesota company was organized North Dakota policy-holders have paid about \$60,000 in premiums and in that time \$20,000 has been paid to policy-holders for losses in this state. We have a balance in the treasury from North Dakota premiums of \$40,000 and we have paid back in return premiums to policy-holders of this state about \$40,000."

Insurance companies all start in a small way, and some of them grow slowly, but in a few years are on a good paying basis, and it is undoubtedly the proper thing for the implement man to insure in the mutual carried on in conjunction with his association.

Now is the time to send along your membership fee. "Lest you forget", the secretary is F. D. Blakely, 822 Union Bank Building, Winnipeg, and five plunks is the yearly fee. The organizer will be coming your way shortly to talk mutual insurance and other association work.

Get Ready for the Rush.

Winter is practically over, and the sweet spring-time no longer seems remote. The meadowlark and robin will very soon be due to arrive, not forgetting that black marauder the crow. The past winter has been one of the mildest in the memory of man and in many districts building operations have been carried on all through the season. All conditions point to a rushing business in implements for the coming spring. A tremendous number of immigrants who settled in the prairie provinces last summer and fall were not prepared to purchase their farming machinery until the new home was built and live stock properly provided for. In a number of cases the completion of these tasks found winter at hand, so that the buying of necessary implements was postponed till the following spring. It follows, then, that dealers must be prepared for a big rush of business, and they must insist on early delivery of spring goods. Winter arrived early and may depart a good deal earlier than usual. Spring has been rather late for a number of years and the chances are therefore in favor of an early spring this year. We hope for it and we deserve it. The dealer who goes to sleep all winter is apt to be left behind when the clamor for spring goods comes, and he who is unprepared will surely be left behind in the race. The sale of seasonable goods must be pushed in their respective seasons and at the same time preparations made to have on hand the right articles for the next season.

The dealer who has made up his mind to stick to the one-price system without fear or favor will find that the prices on implements are elastic, and they have had good reason to think so, but with the general adoption of the cost system of doing business there will no longer be any reason why the farmer should go from one dealer to the other to hunt up the best deal he can get on any particular implement.

Association's New Organizer

On page 7 will be found an excellent portrait of Mr. Jas. Foster of Gladstone, Man., the newly appointed organizer for the Interprovincial Retail Implement Dealers' Association. He is well qualified for the position, his long experience in the retail implement trade fitting him for the position he now fills. He has been engaged in the implement business since 1897, being agent for the D. Maxwell & Sons at that time. After leaving that firm he ran the McCormick agency for some years, since when he has been in the employment of Williams Bros., at Gladstone and Plumas. There is no one who knows the ups and downs of the implement trade better than Mr. Foster.

Personals.

Mr. Robert Hancock is a new implement man at Candiack, Sask.

Messrs. Anderson & McCallum are commencing as implement dealers at Russell, Man.

Messrs. J. and J. A. Tuff succeed Mr. John Gray in the implement business at La Riviere, Man.

Mr. Jacob J. Reimer succeeds Mr. A. J. Reimer in the implement business at Winkler, Man.

Messrs. Wiebe & Neisen, implement dealers of Aberdeen, Sask., have sold out to Mr. J. H. Currie.

Messrs. Arnason & Co. are commencing a lumber and implement business at Churchbridge, Sask.

Mr. J. J. Scott has commenced in the implement business at Pincher Creek, Alta.

Mr. F. Harman has succeeded Mr. J. G. Linklater in the implement business at Boissevain, Man.

Mr. A. Lacerte, implement dealer at Mariapolis, Man., is succeeded by Mr. A. Poirier.

Messrs. Riddell & Garvie have opened an implement business at Tessier, Sask.

Mr. Daniel M. Eby is successor to Mr. Geo. Hill in the implement business at Star City, Sask.

The implement business has another recruit in the person of Mr. J. J. Gerbrandt, at Drake, Sask.

Mr. A. E. Cornish has started up an implement business at Broadview, Sask.

Mr. B. Conway, of Regina, traveller for the Tudhope Anderson Co., was in the city for a week recently.

Mr. J. Munroe, of Cartwright, Man., has sold his implement business to Mr. G. Dunton.

Mr. M. Ward, of McGregor, Man., has sold out to Mr. W. B. Rodgers.

Mr. A. E. Cook, of Carnduff and Mr. S. G. Sanford, of Morris, travellers for the Massey-Harris Co., were in Winnipeg during Bonspiel.

Mr. J. Bryan, manager of the Regina branch of Tudhope, Anderson & Co., spent a week in Winnipeg during Bonspiel.

Mr. J. P. Minhinick, manager of the Regina branch of the Cockshutt Plow Co., visited us during the Winnipeg Bonspiel.

Mr. R. McKenzie, western manager of the McLaughlin Carriage Company, spent a few days at Manitou recently.

Mr. J. McEwan, of Togo, Sask., was in the city for the purpose of looking over stocks and making selections for spring business.

Mr. C. B. Thomson, carrying on an hotel and implement business at Oak River, Man., has sold the latter to Brown Bros.

The implement business of Messrs. Gardiner & Sissons, at Cypress River, Man., is dissolved. Mr. C. W. Sissons continues.

Messrs. D. J. Janzen & Co., implement dealers at Guernsey, Sask., have been succeeded by Mr. F. Moelman.

Messrs. Glenn & Strickland succeed to the implement business formerly carried on by Glenn Bros. & Co. at Milestone, Sask.

Mr. R. E. Mickleborough, implement dealer at Prince Albert, Sask., has been succeeded by Mr. W. J. M. Wright.

The John Deere Plow Co. had all of their Manitoba and Saskatchewan travellers in the city during Bonspiel, among whom we noticed the following gentlemen: Messrs. H. H. Kohlman, Regina; N. O. Berve, Saskatoon; D. McLeod, Saskatoon; P. J. McDougall, Lethbridge.

Mr. J. Sanderson, president of the Adams Wagon Co., Brantford, Ont., spent Bonspiel week with the Cockshutt Plow Co. in Winnipeg. This concern handles the products of the Adams Wagon Co. in the West.

Mr. Alfred Maw, of Joseph Maw & Co., Winnipeg, together with his wife left the city for Florida and Cuba, where they expect to spend some time.

Mr. H. W. Hutchinson, manager of the John Deere Plow Co., together with his wife and son are spending a couple of months in Florida.

Mr. E. E. Lyday, manager of the Parsons Hawkeye Mfg. Co., has just returned from the Twin Cities, where he met in conference Mr. Maytag, the general manager of his company.

Mr. D. Sutherland, of Foxwarren, Man., gave us an optimistic report of conditions for spring business in his district. He feels satisfied that there is a splendid year ahead.

Mr. W. H. Nau, of Grand Forks, N.D., spent the Bonspiel week in Winnipeg demonstrating the Mason automobile, the sale of which is controlled in Canada by the Parsons Hawkeye Co.

Mr. Arnold, of Wadena, managed to reach the giddy heights of our office. He reported a satisfactory business for the past season and held optimistic views with regard to future prospects.

Mr. J. D. Taylor, western manager for the Goold, Shapley & Muir Co., is at present on a trip through the West in the interests of his company, taking in Regina, Calgary and other important points.

M. H. H. Tubman, of Rouleau, Sask., took advantage of the low railway rates to make a trip to the 'Peg. He found much to admire in the city and had a good time showing his family the sights.

Mr. Chris. Johnson, of Baldur, showed up smiling as usual. No grouch attached to him. He considers the trade outlook excellent and is expecting to do a big business the coming season.

The implement warehouse and stock of J. D. McLachlan, at Shoal Lake, were destroyed by fire on Feb. 28th. The total loss is about \$4,000, partially covered by insurance.

Mr. J. Winram, of Pilot Mound, paid us a welcome visit during the festive season. He considers prospects for business were never brighter and is confident of great results in 1910.

We received a lengthy visit from Mr. S. Hunter, of Miniota. He is one of the most progressive dealers we have met, and has a thorough grasp of trade conditions in the West.

Our old friend Mr. A. B. McLeod, of McLeod & Hanley, Brandon, Man., was in to shake hands during Bonspiel. Mr. McLeod was looking fine and had no kick about prospects for 1910.

Mr. G. C. Bigelow, of Poplar Point, Man., was another implement man who took a trip to Winnipeg during Bonspiel. Mr. Bigelow expects a heavy business in spring lines and is well satisfied with the results of the past season.

Mr. H. E. Hamilton, of Sidney, Man., came up to have a chat while in the city. He is well pleased with prospects for the coming season and has no reason for disappointment in the past.

Mr. L. E. Yingst, of Weyburn, Sask., paid us a visit during the 'spiel. He expects a record season, and is one of those active and enthusiastic implement men who take advantage of the unparalleled opportunities offered by the West.

Mr. E. A. Mott, western manager of the Cockshutt Plow Co., is at present attending the annual convention of the general agents of the Avery Co., at Peoria, Ill., which firm controls the sale in the U. S. of the Cockshutt Engine Gang.

Mr. J. C. Reid, of Deloraine, Man., was another well-known implement man who came in to renew old acquaintances. Mr. Reid recently had a severe loss by fire, but, nothing daunted, will rise Phoenix-like in renewed splendor from the ashes.

Mr. J. B. Currie, of Vonda, Sask., made his call on the Winnipeg jobbers during the Bonspiel. Speaking of business Mr. Currie said that the prospects for 1910 were exceptionally good, and he has every hope of a record season.

The Goold, Shapley & Muir Co. are now open for business in their new Western Canadian branch, with offices in the Frost & Wood building, 230 Princess St., Winnipeg. Our old friend Jim Taylor is in charge. Mr. E. D. Goetz, who has for several years been in the Brantford office, takes the post of chief accountant.

Mr. J. M. Reid, manager of the Winnipeg branch of the Ontario Wind Engine & Pump Co., has just returned from Toronto, where he attended the annual meeting of his firm. While absent he took the opportunity of calling on some of the concerns in the south whose goods are sold through his company.

Mr. J. S. McClellan, formerly traveller for the Waterloo Mfg. Co., out of Killarney, Man., has purchased an interest in the machine business of S. B. Biehn of Guernsey, Sask. They handle the Massey-Harris line, and many specialties. They recently sold two 30 h.p. Flour City gasoline tractors to local farmers.

Chas. E. Scarrow, president and manager of the Empire Cream Separator Co., of Bloomfield, New Jersey, and Chicago, Ill., together with Mr. W. A. Pritchard, manager of the advertising department, spent the Bonspiel week in Winnipeg with the staff of their company.

Mr. David Shirriff, of Brandon, Man., gave us considerable of his valuable time. Mr. Shirriff is an active worker in the interests of the Interprovincial and an enthusiast on reforms in the implement business. He reported trade conditions as excellent at Brandon and indications for the future of roseate hue.

Mr. John Crawford, of Neepawa, Man., veritable old-timer, pioneer implement man of the West, and president of the Interprovincial, spent a good many hours in our sanctum talking business and association. Mr. Crawford is a versatile companion, and his visit was fraught with pleasure for all with whom he came in contact. Nothing which makes for the betterment of the implement trade is too laborious for him to undertake.

Winnipeg enjoyed her annual winter festival immensely, and the city was invaded by a throng of visitors from all parts of Canada and the United States. Such things as comets had to take a back place for the time being, and there was only one subject to occupy public attention—the bonspiel.

A large number of implement dealers were in the city to take part in the struggle for jewelry and prizes and to renew old acquaintances.

There was also business to be combined with pleasure in the shape of looking over and selecting spring goods. The wholesale concerns have one and all reported double the gross amount of sales over any previous year either at Fair or Bonspiel time.

In response to our invitation a very large number of dealers sampled our cigars during Bonspiel and many a pleasant half hour was spent recounting experiences of the past season and indulging in speculations on future possibilities. Everybody was tickled with our new offices and seemed to think that there was considerable tone about Canadian Farm Implements. Space will not permit of our making a personal note of every dealer we met during the Bonspiel; their names, however, will be found amongst the following:

W. H. B. Sharp, Indian Head; T. A. Hart, Leslie; T. Kirk, Myrtle; Jos. Kerr, Belmont; J. Empey, Ridgeville; W. D. Dunlop, Yorkton; H. L. Delamater, Oak River; Messrs. Stinson and Runchey, Hamiota; A. E. Josephson, Herbert; D. McRae, Arden; H. Took, Miami; W. J. Duncan, Yorkton; J. R. Cornwall, Sidney; L. Watson, Morden; J. George, Morden; W. P. C. McDonald, Wapella; J. M. Sinclair, Strathclair; F. Humphrey, Griswold; J. H. Unger, Plum Coulee;

W. P. Thompson, Purves; J. Duke, Minnedosa; J. H. Biglow, Burdette; J. H. Long, Buchanan; J. H. McLean, Shoal Lake; R. H. Scott, Alameda; H. M. Jackson, Reston; A. Fendar, Whitemouth; Jas. Currie, Russell; T. S. Bradley, Battleford; R. Cates, Napinka; P. Robertson, Gilbert Plains; J. J. Smiley, Manor; W. J. Walker, Brandon; W. E. Bond, Kenton; R. McAskill, Gladstone; W. Wigmore, Neepawa; C. Peiper, Gretna; J. J. Krienke, Southey; J. S. Wright, Lumsden; J. McLean, Hamiota; W. G. Palas, Fannystelle; M. C. Cornelison, Starbuck; A. C. Dykeman, Benito; E. Johnston, Boissevain; B. Johnston, Minto; C. Brown, Boissevain; V. C. McCurdy, Moosomin; W. J. Frennell, Canora; H. M. Klassen, Herbert; A. J. Grant, Wellwood; J. Kippen, Carlyle; D. W. Jones, Roland; Jas. Sykes, Kamsack; L. Robinson, Whitemouth; H. Weidenhammer, Grandview; W. J. Wiens, Low Farm; P. Wunder, Sheho; G. McKessick, Wawota; W. Butchart, Plumas; G. H. Hurlburt, Wolseley; J. W. Graham, Carroll; M. Craig, Foam Lake; A. O'Connor, Gainsboro; W. F. Atcheson, Findlay; F. R. Brown, Antler; J. E. Brewer, Somerset; H. R. Shaller, Balcarres; J. H. Roseborough, Birtle; A. Aiken, Foam Lake; W. H. Thompson, Tyndall; W. T. Vincent, Stonewall; W. J. Simpson, Swan Lake; E. J. Johnston, Kamsack; A. Sutherland, Dauphin; W. Cranston, Clearwater; D. Murphy, Estevan; J. P. McKibbin, Cartwright; H. A. Bobier, Tantallon; J. Hamilton, Crandell; A. G. Swain, Morris; G. C. Bell, Elkhorn; J. Lawrence, Killarney; J. J. Loewen, Altona; J. J. Priesz, Altona; M. Harkin, Fillmore; H. E. Meilicke, Dundurn; H. Robb, Hazelcliffe; G. C. Dick, Langham; R. B. Thompson, Lloydminster; Dr. Simpson, Yorkton; W. A. Brown, Buchanan; J. Westman, Midale; J. Dundas, Francis; N. N. Ingham, Nokomis; A. E. Westbrook, Rouleau; C. Wahn, Gretna; C. Drummond-Hay, jr., Belmont; A. Easton, Neelin; W. J. Doig, Russell; W. J. Wood, Winnipeg Beach; T. W. Prout, Portage la Prairie; W. J. Batters, Holland; R. J. McFarlane, Arcola; W. J. Fairbairn, Carnduff; G. Campbell, Fort

Pelly; W. H. Sheppard, Angusville; J. A. Morcombe, Cypress River; F. Seip, Miami; G. Booth, Macgregor; W. Mawhinney, Portage la Prairie; J. Glennie, Macdonald; J. Rodgers, Macdonald; J. F. Walker, Portage la Prairie; J. Rehill, Sperling; R. Johnston, Deloraine; F. Bridge, Carman; A. McAnley, Purves; J. E. Parr, Crystal City; R. Parker, St. Claude; J. Brody, Stoughton; O. Gillman, Morris; J. McNamee, Crystal City; J. E. Davis, Waskada; G. Simpson, Elm Creek; P. W. Reimer, Niverville; P. Wagner, Dana; H. Lockhart, Rapid City; W. F. Morkill, Dominion City; J. Slemmon, Pasqua; T. Wigmore, Oxbow; M. T. Hicks, Low Farm; R. Buchanan, Morris; B. D. Smith, McLean; J. M. McDonald, Grenfell; W. Pickwell, Wawota; W. R. Baker, Crystal City; J. Coats, Glenboro; J. Brownridge, Portage la Prairie; F. Dirksen, Winkler; H. G. Maddock, Duck Lake; J. S. Wickberg, Stockholm; A. D. Nicholson, Medora; J. Munroe, Cartwright; J. Duncan, Melita; F. Fresher, Windthorst; J. S. Wood, Frobisher; J. McCauley, Russell; J. R. McKenzie, Milestone; W. H. Gunn, Dominion City; W. Drummond, Minnedosa; C. E. Southworth, Semans; S. H. Brown, Little Plume; A. McDonald, Carman; J. Little, Swan River; D. Brown, St. Jean; J. Mitchell, Glenewen; E. McIlmoyle, Glenewen; W. J. Richardson, Carnduff; S. G. Jamieson, Melita; S. Davis, Melita; T. S. Perrin, Goodlands; W. G. Smith, Ninga; T. Dunlop, La Riviere; E. H. Stevens, Darlingford; P. Fraser, Letellier; Z. Laporte, St. Norbert; M. Gaudry, La Salle; C. M. Brown, Belmont; M. Staples, Treherne; J. Sissons, Cypress River; T. C. Babb, Sidney; J. E. McLean, Headingly; M. Sager, Lavenham; J. McDonald, Griswold; D. T. Carradice, Elkhorn; S. J. Wilson, Lenore; J. Higginson, Rivers; H. W. Johnston, Rossburn; C. S. Sheppard, Angusville; J. R. Muir, Elphinstone; W. Mills, Dauphin; J. F. Drew, Snowflake; H. Rusk, Gainsboro; E. J. Weber, Rosenfeldt; R. Pitt, Pierston; A. Livingston, Churchbridge; P. L. Graham, Wellwood; R. Mayne, Pilot Mound; K. McLean, Ethel-

bert; A. Lobb, Warren; N. L. Whilcher, Kisbey; D. S. Carnahan, Virden; J. Larmour, Routledge; C. Lapp, Frobisher; J. Riddley, Manitou; J. M. Kennon, Cartwright; C. L. Campbell, Nokomis; S. Loptson, Churchbridge; A. Becker, Langenburg; J. W. Stobart, Newdale; W. G. Pollock, Neepawa; G. Gorrie, Treherne; R. H. Swallow, Brookdale; B. Kipling, Yorkton; J. Graham, Stonewall; E. Stirling, Tilson; A. Rogers, Macdonald; M. Ward, Macgregor; G. Rogers, Macgregor; J. Latimer, Calgary; W. B. Greenwood, Fleming; P. Beachell, Rosser; R. F. Lang, Miniota; E. A. Whaley, Grandview; B. Ingram, Govan; W. F. Wright, Lumsden; J. S. Hunter, Pipestone; J. A. Reid, Dauphin; T. Palson, Leslie; J. M. Gibson, Saltcoats; J. Pearse, Star City; C. B. Thompson, Oak River; T. Brown, Oak River; M. Morrison, Lacombe; A. E. Steele, Antler; Anderson Bros., Oakville; S. H. McIntyre, Clearwater; E. H. Wilkinson, Treesbank; J. McTavish, Angusville; J. McGillivray, Mather; H. Bailey, Marquette; W. Nixon, Oakville; R. Scott, Glenella; J. C. Staples, Glenboro; J. Gardiner, Cypress River; E. Benoit, St. Anne; N. Comenault, St. Jean; F. Lemoine, St. Agathe; Newman Bros., Cartwright; F. B. Hemenway, Woodlands; W. Chant, Lavenham; R. W. Middlemiss, Nesbit; E. Millidge, Selkirk; J. A. Tuft, La Riviere; P. Verigin, Verigin; E. Hebert, St. Pierre; J. Friesen, Steinbach; P. J. Wilson, Elm Creek; J. Geisel, Ochre River; T. Campbell, Teulon; R. Rutherford, Balmoral; F. Penner, Winkler; R. D. Booth, Austin; P. Booth, Macgregor; W. Anderson, Oakville; A. Forbes, Rathwell; J. Sigurdsson, Arburge; A. W. Robertson, Oberon.

The Practical Gas Engine.

The Manitoba Windmill and Pump Co., of Brandon, Man., would like to forward those interested a copy of a little book called the Practical Gas Engine. Those who want to get some sound practical information would do well to write for a copy. They will find the good points of gas engines treated in a unique manner; a ser-

ies of "Dont's" emphasizing the things to be avoided. Condensed into 12 pages, is presented a concise synopsis of the differences between a good engine and a poor one. Every intending dealer in gas engines will be benefited by a perusal of this booklet.

A Book worth Reading.

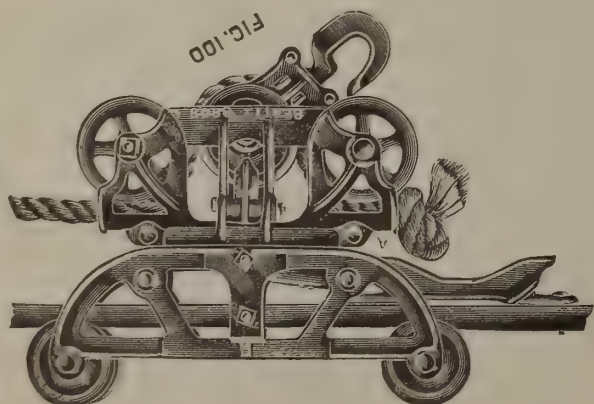
In "Manitoba as I saw it, from 1869 to date," Dr. J. H. O'Donnell has given us a highly interesting volume. Taking as a starting point a trip from Montreal to Fort Garry in the year 1869 the author presents details of the first Riel Rebellion which fascinate by their close personal touch. He then leads us on to the formation of the new Province of Manitoba, and portrays the personnel of the early Legislatures and of most of the men who have been prominent in the history of the prairie provinces and the Northwest Territories. The book contains twenty-six fine half-tone illustrations and is tastefully printed and bound. Copies can be obtained from any bookstore for \$1.50.

A Beautiful Booklet.

A tasteful catalogue reaches us from the Kinnard-Haines Co., of Minneapolis, Minn. This exhibits their "Flour City" Four Cylinder Gasoline Traction Engine in various phases of its work in the field. The half-tones are works of art and give a splendid idea of what can be accomplished by the "Flour City." Reproductions of the diplomas won at the Winnipeg Industrial Exhibition are also shown. The Canadian agents for this engine are the Ontario Wind Engine & Pump Co., of Toronto, Winnipeg and Calgary.

Both boys had been rude to their mother. She put them to bed earlier than usual, and then complained to their father about them. So he started up the stairway, and they heard him coming. "Here comes papa," said Maurice; "I'm going to make believe I am asleep." "I'm not," said Harry. "I'm going to get up and put something on."

THE "BT" HAY CARRIER LINE



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The "BT" Line is strongly built and has many features of advantage not found in other makes. Our prices are right and you can get no better money-making side line.

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Hay Carriers.
Hay Carrier Track.
Slings.
Horse Forks.
Pulleys.

Litter Carriers.
Feed Carriers.
Litter Carrier Track and Hangers.

Cow Stanchions.
Steel Stalls.

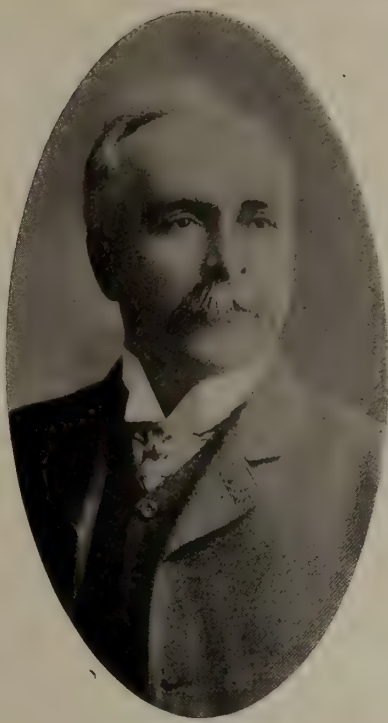
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BEATTY BROS., Fergus, Canada.

OFFICERS FOR 1910.



M. J. RODNEY,
President.



J. M. REID.
First Vice-President.



R. MCKENZIE.
Second Vice-President.



T. W. LEARIE.
Secretary-Treasurer.

Annual Meeting and Banquet of the Winnipeg Wholesale Implement Association.

"Everybody happy", tells in a terse and modern manner the way members felt at the termination of the annual meeting and banquet of the Winnipeg Wholesale Implement Association. This gathering took place on the evening of Friday, February 4th, in the Angelus Cafe, and there was a very representative attendance of those engaged in the implement, thrasher and vehicle business. During the past three years the Association has held its annual gathering just before the Christmas season, but owing to the absence of many members from the city during the last month of the past year it was decided to postpone the affair to a later date and then combine it with the yearly business session.

Mine host Hislop had the tables tastily arranged and around President Bean, manager of the American Seeding-Machine Co., were seated the following gentlemen: C. H. Whitaker, Massey-Harris Co.; John Harmer, Harmer Implement Co.; M. J. Rodney, International Harvester Co.; R. McKenzie, McLaughlin Carriage Co.; E. W. Hamilton, Canadian Thresherman & Farmer; C. Weld, Farmer's Advocate, J. E. Clark, Robt. Bell Engine & Thresher Co.; F. D. Blakely, Canadian Farm Implements; H. W. Hutchinson, John Deere Plow Co.; E. A. Mott, Cockshutt Plow Co.; J. McIntyre, M. Rumely Co.; E. Johnston, American-Abell Engine & Thresher Co.; O. Chapman, Ontario Wind Engine & Pump Co.; L. D. Logan, Sharples Separator Co.; I. C. Nelson, Stewart-Nelson Co.; E. E. Lyday, Parsons-Hawkeye Mfg. Co.; H. Pickles, Paris Plow Co.; E. E. Ellwood, Empire Cream Separator Co., and the secretary, Thos. W. Learie.

Among the guests were Mr. W. H. Whitaker, secretary of the Goold, Shapley & Muir Co., of Brantford, Mr. Wm. Johnstone, Mr. E. W. Rugg, Mr. David Drehmer; Mr. R. Cochrane; Mr. H. Boker, Mr. F. Bray, Mr. D. C. Coutts, Mr. E. Ainsley, Mr. M. McPherson, Mr. Nichol, Mr. Cheapside, Mr. Findlay, and Mr. T. A. Hunt, solicitor for the city of Winnipeg.

After doing ample justice to the viands provided attention was given to the reception of reports and the election of officers for 1910. President Bean outlined the work accomplished during the past twelve months and indicated several subjects demanding attention during the coming year. He congratulated the Executive Board and the various committees on the results of their efforts during 1909 and urged a more vigorous programme during the next president's term of office. (It is only fair to add that Mr. Bean was not in a position to give the fullest details as to the season's achievements, or to carry out needed work, owing to the fact that he did not succeed to the office until almost the latter end of the term.) One part in Mr. Bean's address that was well worthy of consideration was his recommendation that the date of the annual banquet should be permanently established. The period he suggested, some time during the first two weeks in December of each year, should prove available and desirable.

The election of officers was then proceeded with, resulting as follows:

President, M. J. Rodney.
First Vice-president, J. M. Reid.
Second Vice-president, R. McKenzie.

Secretary-treasurer, Thos. W. Learie.

Executive Committee: E. A. Mott and I. C. Nelson, for the Carriage Section; John Turnbull and I. J. Haug, for the Thresher Section; and C. H. Whitaker and H. W. Hutchinson, for the Implement Section.

Messrs. McIntyre and Whitaker were elected delegates to the Winnipeg Industrial Exhibition Association, while Messrs. Hutchinson and Mott were appointed to represent the Association on the Winnipeg Development and Industrial Bureau.

At the conclusion of the business session the time was given up to a series of brief addresses. President-elect Rodney started the ball rolling with a flow of rhetoric that would have shamed many a modern Demosthenes. He argued strongly for united action and shoulder to shoulder co-operation in the work of developing the Association. He especially sought the help of the new-comers, and while on the subject of new arrivals in Canada spoke emphatically in favor of the immediate adoption of this country as their home. "Canada is a land of liberty, peace, and plenty," said Mr. Rodney, and what more does any man want? She flies a flag which I have come to love and honor." The speaker went on in a poetic strain to eulogize the Canadian flag in words which appealed to all present. The text of these remarks will be found in Mr. Rodney's address to the Retail Dealers in another part of this issue.

Next on the list was Mr. Hutchinson, who gave one of those ringing, reminiscent out-pourings that make for thought and consideration. He dealt fully with the

absence of many familiar faces, some now past and gone, others located in fresh but "not greener" pastures.

He in turn was followed by Mr. E. A. Mott, who spoke on the necessity for more vigorous action if the Association was to attain to its greatest usefulness. Mr. Mott demonstrated by several concrete instances the value of unity, and pointed many lessons from his text. He suggested to the Association the advisability of dividing up the work into specific sections, such as the harvester section, seeding-machine section, and so on. Each section would deal with those questions in which it was particularly interested. He contended that under such an arrangement the work of the organization could be more systematized and perfected. The suggestion appeared to meet with the general approval of those present.

Mr. I. C. Nelson, an amateur in the art of public-speaking, or rather who claimed to be such, gave a much appreciated little talk on "Some Aspects of the Implement Business by One Who Knows." His remarks were thoroughly enjoyed by all.

Another speaker, Mr. T. A. Hunt, solicitor for the city of Winnipeg, gave the members a number of hints in respect to publicity, the presentation of cases before the Railway Commission, legislatures, etc., all of which were very much to the point.

The banquet terminated with the singing of "Auld Lang Syne."

A mistake need not be an everlasting millstone around your neck, unless you are too lazy to take it off.

Mr Chas. Cockshutt

It is with deep regret that we chronicle the decease of Mr. Chas. Cockshutt, of Brantford, Ontario, on Feb. 9. The event cast a gloom over the whole city, and the hundreds of employees and others who knew him were deeply touched at the loss of one so honored and respected during his life. The deceased was first vice-president of the Cockshutt Plow Co., and a brother of one of the original founders of the Company. He was president of the Cockshutt Dry Goods Co., of Toronto, and also a director of the Imperial Bank.

The citizens of Brantford and employees of the Cockshutt works attended the obsequies; among the chief mourners being many representatives of the government, all joining to give honor to the imperishable memory of the dead. The oration of Rev. Dr. McKenzie at the funeral service was an impressive tribute to the integrity, charity and benevolence of the Cockshutt family and to the splendid ideals of the late Charles Cockshutt.

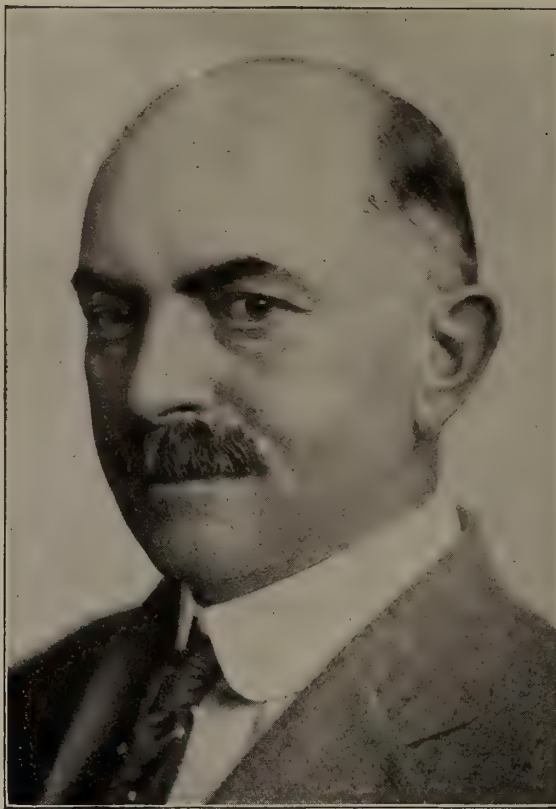
The employees of the Company passed a resolution of condolence to the bereaved family as follows:

"That a message of condolence be extended to Mr. Harry Cockshutt, as general manager of the Cockshutt Plow Co., and conveyed by him to the other members of the family, expressing our deepest sympathy in the sad bereavement they have been called upon to bear. We trust that He who is too wise to err, too good to be unkind, will bear you up in this hour of trial, and, while we may not understand the dispensation of a Divine Providence in removing one so eminently good and useful as Mr. Charles Cockshutt, yet we are assured that it is another link in the Divine plan, which He will work out in His own good way. 'Now we see as through a glass darkly.' Some day we will see Him face to face, and then only will we understand."

Mr Walter Hurt

Mr. Walter Hurt, one of the most respected blockmen in the Edmonton district with the International Harvester Co., died very suddenly of heart failure at his home in this city on Jan. 31st.

Mr. Hurt had been ill with typhoid fever for some time at the general hospital in this city but had recovered and was fast regaining his former health. The evening previous to his death several friends were gathered at his home, and it was a great surprise next morning when it was learned that Walter had passed away during the night. Mr. Hurt has been with the International Harvester Co. for the past three years in Edmonton, besides having spent many years of service in Spokane, Wash., and at Springfield, Ill. Mr. Hurt's body was shipped to his old home at Beach, N.D., accompanied by his mourning wife and brother.



The Late A. E. Mayer.

After a month's illness, Adolph Ernest Mayer, division manager of the International Harvester Company of America, died at Hot Springs, Arkansas, at 10 a.m. Sunday morning, February 13.

Mr. Mayer's connection with the harvesting machine business extended over a period of nearly forty years. He was born August 4, 1854, at Carthage, St. Lawrence County, New York, and came west in 1873, in which year he entered the service of the McCormick Harvesting Machinery Company at St. Joseph, Missouri, as canvasser and general utility man. Six years later he was promoted to a general agency and transferred to Columbus, Ohio, where he remained until 1891, in which year he was called into the general offices at Chicago and made Assistant Sales Manager and later was advanced to Sales Manager. In 1903 he was made General Manager of Sales for the International Harvester Company of America, and in 1907 he was appointed Division Manager, the position he held at the time of his death.

Those who have been co-workers with Mr. Mayer for a period of thirty years say that if they were asked to sum up the characteristics which made Mr. Mayer such a pronounced success in the commercial world, they would emphasize his chief characteristics—energy—everlasting attention to business—a tenacity of purpose to achieve something worth while 365 days in the year. While he was bound up in his work and seemed to see only the goal of success towards which he was ever striving, he was absolutely fair at all times.

He was a man of decision. When asked a question he could invariably answer "yes" or "no" instantly, and as a rule he hit the mark with unerring precision. While he was

quick in thought and action, his impulse to follow a given course was usually modified with thoughtful deliberation. Probably more men have been advanced to general agents and other high positions under Mr. Mayer's jurisdiction than under any other one man connected with the harvesting machine business, and he was eminently successful in surrounding himself with competent men, men who were loyal to him and loyal to the Company.

A widow, two daughters, and a son survive him, one daughter having passed away before him. All who knew him regarded Mr. Mayer as an honorable, upright and charitable man, whose hand was always ready to be extended for the assistance and encouragement of others.

Mr. Benjamin Steele

Mr. Ben Steele, implement dealer at Deloraine, Man., died on Feb. 22 after a lingering illness, the result of organic trouble, for which he was operated upon some months ago at the Mayo Institute, Rochester, Minn. Mr. Steele was one of the old-timers of this district and was well and favorably known throughout southwestern Manitoba. Mr. Steele was also a Director of the Interprovincial Retail Implement Dealers' Association. He leaves to mourn his loss a widow and family. He was a prominent member of the Masonic order.

The first grain elevator in Russian Asia will soon be built at Tchalabinsk, on the Siberian Railway, with a capacity of 50,000 cars of grain per annum (cars average from 12 to 15 tons each). Tchalabinsk is near the border between European and Asiatic Russia.

Correspondence.

"Editor Canadian Farm Implements, Winnipeg.

"Gentlemen,—

"I have read the president's address to the retail dealers of Idaho in convention assembled, in your February issue. It reads very nicely.

"I also have read page 26 of the same issue of your paper, and read there that seventeen implement men have sold their businesses; one of these has assigned. Why is all this? Is there any other business in which there have been so many changes proportionately as in the implement business?

"Is it not a fact that from three to seven years finishes most men in the implement business?

"I have read in the Commercial very often that the retail dealer finds that it costs him 15 per cent. to sell goods, in some cases more, seldom less. Take a walking plow:

Wholesale in Winnipeg	\$16.75
Add 15 per cent.	2.51
Cost of article as handed to customer.	19.26
Cash retail price of said article	\$21.00
Profit to dealer :	1.74
	<hr/> \$21.00 \$21.00

"Can the small dealer live at those figures?

"You may say: 'He does not have to sell at those prices.' If he asks more the purchaser goes to the other dealer or writes to the wholesale house for the goods; and some wholesale houses will even sell to the consumer for less than the retail price.

"Under these adverse circumstances a man scrapes some money together, goes into the implement business and at the end of a few years the wholesale house has his earnings and some notes of his—the farmer has his implements cheap, and the dealer borrows enough money to buy a buck saw, and starts in again—a sadder and a wiser man.

"'Oh no!' some one will exclaim, 'look at Brown, Smith, Jones, and so on, look what they have done.'—If they have made money whilst in the implement business you will find that either the sales have been very numerous or else the man is a born horse trader. Or, may be, he handled real estate.

"There will be bad debts in all undertakings, and the retailer's profit in the implement business is so small, that even should he do a fair amount of trade the bad debts will militate seriously against him. Further, in addition to the small profits, there is the drawback of the price cutter, and that is the worst of all.

"I expect an avalanche of adverse criticism—but let those who are about to write adversely figure out the cost: freight, drayage, setting up, insurance, rent, taxes (and,

if he drives out to sell, the cost of his team), and then quote the figures. He will probably surprise himself.

"Yours truly,
"Pessimist."

The dealer whose letter we reproduce above is one of those who is not satisfied with conditions in the implement business. It is of course necessary to point out the evils existing in order to effect the reforms needed in the trade, and we should be glad to have some of our subscribers give their opinions on the subjects treated in the above letter.

Our slogan is "Organize". Once the dealers of our prairie provinces act in combination for their mutual advantage we feel confident there will be few, very few, men of business capability who will find the implement trade unprofitable.

"To the Editor,

Canadian Farm Implements,
Winnipeg, Man.

"Dear Sir,—

"In a previous issue you had an article on the Merger of Carriage Factories." I wrote you at that time, calling your attention to some errors—or rather what I considered a lack of knowledge of the subject under discussion. Now, with your permission, I would like to put before the readers of your excellent journal, as briefly as possible, the object of the merger—which, by the way, is not a merger at all in the common acceptance of the term.

"The public have learned to expect, when a merger is formed, that it is for the purpose of controlling prices, governing the output, cutting out competition, and otherwise controlling trade generally. Now, Mr. Editor, I do not think the so-called "Carriage Merger" can in any way be accused of the above, because they have not attempted to bring in all the manufacturers, and do not control 50 per cent. of the output of carriages, and on this account, you will readily see how futile an attempt would be to control prices or competition.

"You will ask, why amalgamate if the above is not the object? Manufacturing is not altogether a benevolent work, but for the purpose of getting a fair return on an investment, which is something that has not always been forthcoming of late years, and I am sure you will acknowledge that there is nothing that the users of vehicles buy that is sold so close to the cost price as carriages. Conditions seemed to be such that there was very little probability of getting a sufficient advance in price to meet the altered conditions brought about by the increase of wages, and unprecedented advance of all kinds of material used in the production of carriages. Considering these conditions, the principals of the four interested concerns got together, and decided if they could pool their purchasing power, and be able to specify for

the various kinds of material for 40,000 to 50,000 vehicles, even of different descriptions and qualities, that they would be able to get an advantage that could not be expected when only buying separately and in small quantities. Then they would have a further advantage of being able to have competition in production, as well as in selling and thereby effect further economies. Consequently a company was formed for the purpose of acquiring the stock of the four concerns, which makes their interest one only so far as profits may be concerned.

"Each of the four companies are being carried on in their own name, manufacturing their own special line of goods and marketing them only through their own agents, who control the product of their respective factories, just as they did before. In this way the four companies are out in direct competition with each other, each endeavoring to give their several customers the best value that is possible, and only asking prices that will afford a fair margin of profit.

"We feel that a fair-minded public will endorse the course we have adopted, and will be inclined to assist us to effect economies where possible, and to get cost of production down as low as is consistent with good business.

"Trusting this brief explanation may set you right so far as the object of the Carriage Factories Limited is concerned.

"Wishing your many readers (may they be legion) a very prosperous year, and thanking you for the space, I am,

Yours truly

T. J. Storey,
Pres. Canada Carriage Co."

GRAND TRUNK RAILWAY SYSTEM
The Only Double Track Line.

Between
CHICAGO AND EASTERN CANADA
And the
DOUBLE TRACK ROUTE
To NEW YORK
Via Niagara Falls

Through Coaches and Pullman
Sleeping Cars

Steamship Tickets, Cook's Tours,
Quebec S.S. Co.

Special Tours to the Mediterranean
Bermudas and the West Indies
For rates, reservations, time tables and
full information, apply to

A. E. DUFF

Genl. Agent Passenger Dept.
Phone Main 7098

260 Portage Ave., Winnipeg, Man.

"Editor Canadian Farm Implements, Winnipeg, Can.

"We desire to inform you that on the afternoon of the 4th Feb. our building occupied as wood working plant was entirely destroyed by fire and all of its contents.

"The fire, originating in a small fire in our boiler room, could easily have been put out, had not city water supply failed. Several of our warehouses and our lumber yard were saved. The fire, of course, did not affect our foundry and machine shops, which are located some distance from the wood working plant.

"The loss was about \$15,000.00, partly covered by insurance. We will rebuild and equip a wood working plant at once, and hope to be in operation in temporary quarters inside of two weeks.

"To dealers throughout the country who purchased McCall hay tools through our jobbers, we wish to say, that they should let their orders stand, assuring them that we will be able to fill all our orders before they will actually need the machines, and we will certainly appreciate these favors at this time.

"Yours truly,

McCall Mfg. Co.,
Macon, Miss."

New Farm Machinery for 1910.

A new drill, which carries either shoes, single or double discs, and

has a most practical, dust-proof disc bearing; a cream separator with self-balancing bowl (a great advance in cream separator building) and a low, metal wheel farm truck, are among the new lines being shown by the Massey-Harris Co., Limited, throughout the country.

In addition they have a disc harrow fore-carriage, a harrow cart, and are manufacturing in large numbers their new high lift plow, "The Great West," which gave such good satisfaction in the fall plowing of 1909.

Noxon Booklets.

Two elegant booklets reach us from the Noxon Binder people, of Ingersoll, Ont. One is devoted to a description of the working parts of their No. 9 Binder, and presents the subject in a concise and simple manner. Along with the text are some of the finest halftone cuts it has ever been our pleasure to see. The cover is strikingly embossed in bright red and green with the Noxon trade mark.

The second is similar in design but embraces their line of mowers and rakes.

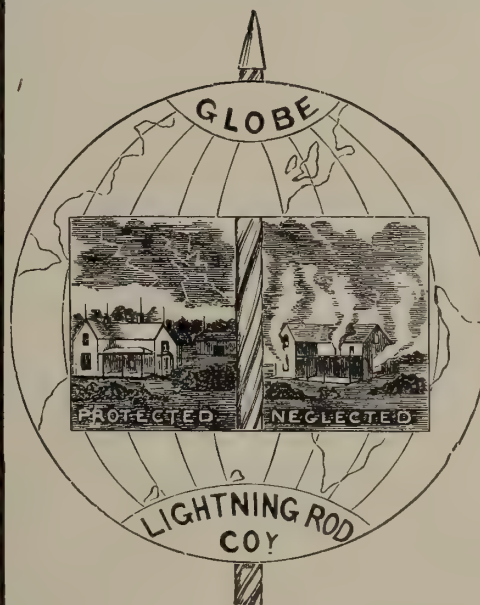
The uncongenial nature of some men has so moulded their features that any self-respecting gorilla could be quite forgiven for resenting the Darwinian evolution theory.

Wanted

LIVE DEALERS

To Handle Our Copper Covered Steel Centre Lightning Rod.

The Oldest Established Business of this kind in Canada.



Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

Write To-day For Samples and Full Particulars.

Hamilton Brass Mfg. Co.,
(Successors)

Hamilton

Ontario

Tie Up Now to the Line That Means Bigger Sales and Profits

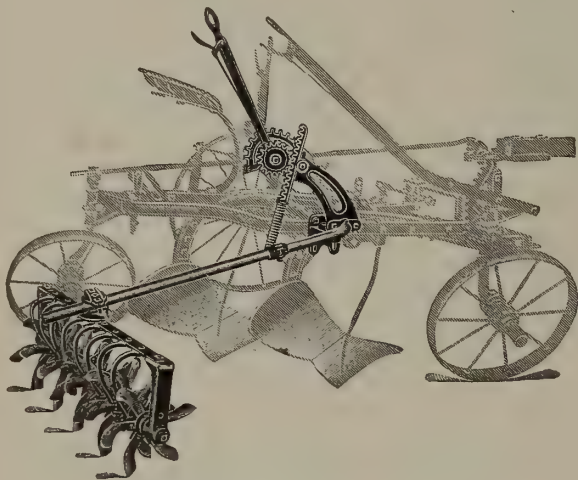
Now is the time to make the agency arrangement that will insure you bigger sales and bigger profits in 1910.

The Kramer Rotary Harrow attachment is an implement that no farmer can afford to be without. It permits the farmer to harrow while he plows—saving all the time and expense of harrowing and making the most perfect seed bed.

It was the first implement of its kind to be placed on the market.

It is the first implement of its kind to-day—years ahead of any other attachment.

It has imitators, to be sure. What really good thing has not?



MATCHLESS 1910 MODEL

But after all they are only imitations, and who ever heard of an imitation being as good as the original? You don't find it in harrow attachments anyway. Some of the imitators have adopted one feature of the Kramer, some another.

Each is demonstrating the superiority of the Kramer by basing their claims for consideration on the adopted Kramer feature. But

You only find all these good things in one machine—

The Kramer Rotary Harrow

Don't be misled into making any agency arrangement with an imitator. You can't afford to offer your customers a substitute. They will find it out sooner or later and then they'll buy of some one else next time.

Your success depends upon satisfying your trade.

We have sold over 100,000 Kramer Rotary Harrow Attachments and we don't know of one that isn't giving entire satisfaction.

Here are a few reasons why—

Kramer attachments are built for use in connection with every sized plow. Suitable adjustable brackets are provided for all manner of stag and disc plows. It's easily controlled. The points of the curved blades cleave and penetrate the ground first and gradually their entire cutting surface is utilized, chopping the ground all to pieces—the only perfect way.

Kramer attachments are simple, strong and durable, perfectly built from the best material by skilled workmen. There are many other points you ought to know about.

Facts that mean much to you.

Facts that will convince you that the Kramer Rotary Harrow Attachment is the line you should tie up to for biggest sales, biggest profits and better satisfied customers. Write for catalog and full particulars.

The Kramer Company, Paxton, Ill.

SOLE CANADIAN JOBBERS:

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON

BROCKVILLE VEHICLES

"CANADA'S STANDARD"

THE WROUGHT IRON LINE

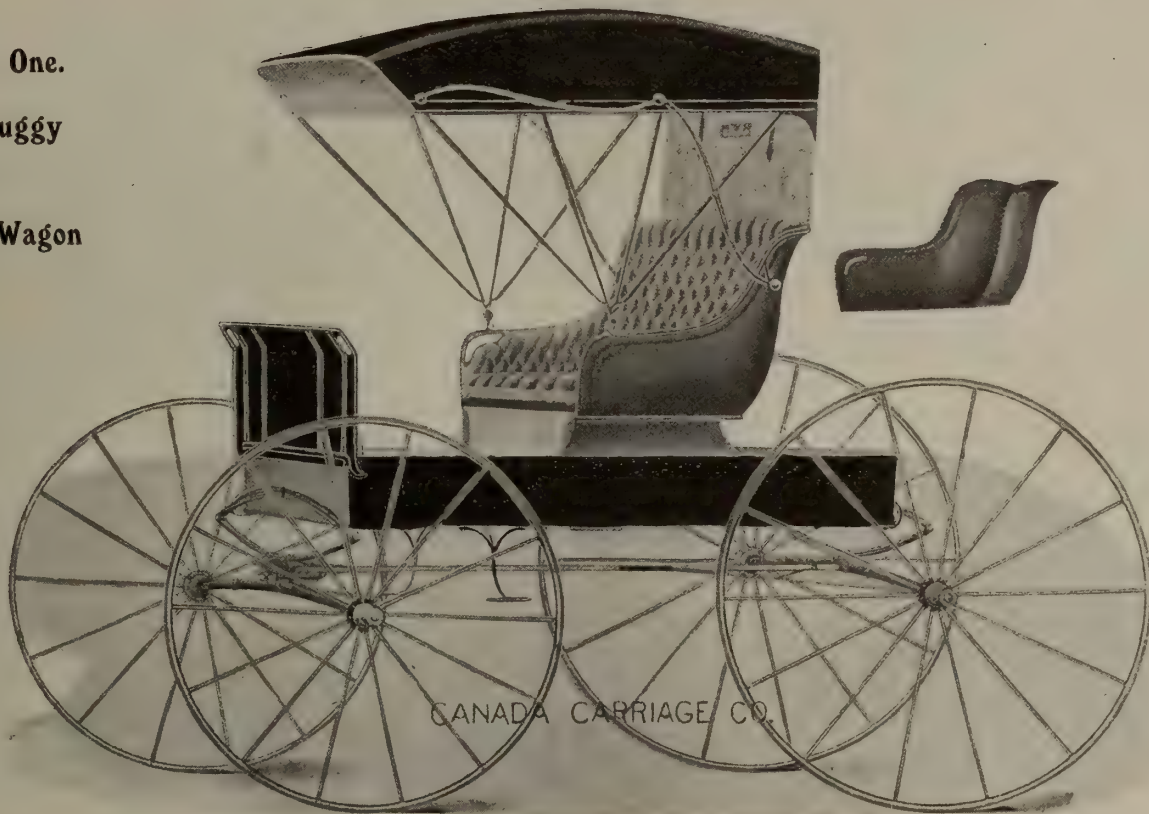
The kind that Sell, Build up your Trade, and Make you Money.

Two in One.

Top Buggy

or

Driving Wagon



Two in One.

Top Buggy

or

Driving Wagon

NO. 552 "BROCKVILLE AUTO SEAT"

Just what you are looking for. Just what your trade wants.

Something special! Something new! Something different for 1910!

More Special Features

More Talking Points

More Satisfaction

Don't fail to see Supplement A to our Large Vehicle Catalogue, No. 36, for Special Features found only on Brockville Vehicles,—“Canada's Standard.”

A Deere Agency gives you control of the Best Line of Vehicles ever built in Canada.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON

Light Draft Van Brunt Drills

If Horses could Talk their Verdict would be unanimously in Favor of the Van Brunt for Lightness of Draft

Made in sizes
12, 14, 16, 17,
18, 20, 22
and 24



Single, Double
Disc and Shoe
Interchange-
able

The Farmer Should Have Mercy on His Team

Why pull a drill that weighs from 300 to 400 pounds heavier than the Van Brunt, back and forth over the field, doing no better work—not even as good? He would not think of loading 400 pounds of rock on his drill in order to make it draw lightly.

Why should a dealer handle a drill upon which he pays freight on a weight of 300 or 400 lbs. more than the Van Brunt?

The Van Brunt Made its Way by the Way it's Made

The parts that go to make up a perfectly equipped and well balanced drill you will find on the Van Brunt.

AXLE. Continuous—(not stub axle which cheapens it.) Runs the entire length of the machine.

WHEELS. With long hubs (chilled.) Set well under the end of frame and are dust proof. Wheels run on a plumb spoke—(no pitch or gather.) Wheels on the Van Brunt need no pitch for the reason that the Van Brunt frame is so constructed that it does not spring or sag in the middle. Gather on wheels for wagons is all right, they run on a thimble skein or tapered axle. You would not think of adjusting the front furrow wheel on your gang plow with a gather. The same rule applies to wheels on drills and any implement with an axle of the same dimension.

FRAME. Is built of heavy angle steel and is thoroughly braced. The corners are solid, reinforced to prevent the slightest springing or rocking.

GEAR DRIVE. (Not chain.) No lost motion. Never wear out or bother. Both wheels are drive wheels.

TILTING LEVERS. The operator can change the angle of discs or shoes when the machine is in motion. **A tilting lever is as great a necessity to a grain drill as a tilting lever is to a mower.** (An exclusive feature of the Van Brunt drill).

FURROW OPENERS. The single disc furrow opener with toe scraper was first brought out by the Van Brunt Manufacturing Co. in 1900. Since then every drill concern in Canada has tried to copy the Van Brunt Furrow Opener. If the Van Brunt is good enough to copy they admit that we have the best drill. Then why buy an imitation when you can get the original and only successful light draft Van Brunt Drill. (Beware of imitations.)

DISCS. Every disc, single or double, is perfectly trued before leaving the factory. There is no wobbling of the discs used on the Light Draft Van Brunt Drill.

DRAW BARS. Are made of special steel manufactured expressly for the Van Brunt Manufacturing Co., having the correct amount carbon to give them strength. You will always find the Van Brunt furrow openers 6 inches apart, (not 5 in. or 7 in. as with other drills.)

BEARINGS. Are all case-hardened, guaranteed not to wear out. Read what we say on page 5 Drill Catalogue—our standing offer: "We replace, free of charge, all bearings that wear out."

DELIVERY. On both single and double disc Van Brunt Drill the grain is deposited further ahead in the furrow than any other drill sold in Canada. Ask the John Deere Agent to show you this feature.



"My Boss purchased a Light Draft Van Brunt Drill"

The single Disc Drill became a successful machine when the Van Brunt Patent Disc Furrow Opener and Closed Grain Boot was introduced. Do not be deceived by statements of Competitors that theirs is just as good. An imitation is never as good as the genuine and original success. Be sure and see that the name "VAN BRUNT" is on the Hopper.

Write for Catalogue.



My Boss purchased the other fellow's

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON

JOHN DEERE ENGINE GANGS

4, 6, 8, 10, 12 and 14 Bottoms.

This photograph shows the immense possibilities of engine plowing. Think of the time and labor that can be saved. Think of the big acreage that can be farmed. If a man wants big money he must handle big implements. With a JOHN DEERE Engine Gang you get results. Your profits will be worth while for a season's work. Hundreds of these outfits have made big money for dealers.



BIG PLOWS FOR A BIG COUNTRY

Canada is a country of big farms, big possibilities and big profits—if you are a big dealer.

A general couldn't fight much of a battle with one soldier, and a dealer can't make much money selling a one-furrow plow.

Get the Right Gang

Bottoms in pairs give great strength and make the plows run steady. The beams can be braced and each plow steadies the other. You notice these features on a two-bottom horse gang—you can't beat that construction.

Don't Clog

Curved frames give great clearance, and the JOHN DEERE Engine Gang will go through straw, trash, weeds and scrub where other gangs clog and cause trouble.

Screw Clevis

In addition to the regular clevis adjustment, each beam is fitted with a screw clevis when attached to the frame. A man can stand on the platform and adjust any one plow with a wrench while the engine and gang are working. This saves time and is a most important feature.

Works With Coulters

Rolling Coulters can be used on the JOHN DEERE Engine Gang just the same as on a sulky plow.

Level Platform

The platform is roomy, free from obstructions and so arranged that the levers are all within reach.

Standard Sizes

4 or 6 Plows on One Frame
6 or 8 Plows on One Frame
10 or 12 Plows on One Frame

Extension can be furnished for the 12-bottom frame allowing two more plows to be used, making 14.

Illustrated Booklet

Write us to-day for Booklet showing JOHN DEERE Gangs being used with all kinds of steam, oil and gasoline tractors. Don't fail to get this book and learn all about engine plowing. The Deere contract gives you control of the Engine Gang trade of your district. A post card will bring the book.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON

An International Commission on Control of Tuberculosis of Domestic Animals.

The American Veterinary Medical Association has recognized for some time that the question of tuberculosis control work among domestic animals was a big and very difficult problem of universal interest and fundamental importance and one that must be met sooner or later.

This Association clearly recognized that certain great interests are concerned in any dealing with this problem. Fundamentally these are: *first*, general society is interested in this question as a public health measure; *second*, the live stock producer, especially interested in the financial questions of profit and loss—the producer of animal foods for human beings; and, *third*, there was the manufacturer of these animal foods, the packer; and, *fourth*, the veterinary profession involved as sanitarians and practitioners intimately related on the one hand to the producer and on the other hand to the consumer.

With these considerations in view the American Veterinary Medical Association made provision at its last session for the creation of an International Tuberculosis Com-

mission which should fittingly represent all these great interests. The essential duty of this commission was to study thoroughly and report upon the general problems of control work rather than upon technical research problems.

The following gentlemen were selected to represent the United States on this Commission: Hon. W. D. Hoard, of Wisconsin, a practical dairyman, breeder, farmer, and editor of Hoard's Dairyman; Dr. John R. Mohler, Chief of the Pathological Division of the Federal Bureau of Animal Industry; Dr. V. A. Moore, professor of pathology and dean of the veterinary college at Cornell University, New York; Dr. M. P. Ravenel, professor of bacteriology, University of Wisconsin, and member of the Wisconsin State Live Stock Sanitary Board; Dr. M. H. Reynolds, professor of veterinary medicine, University of Minnesota, member and organizer of the Minnesota State Live Stock Sanitary Board; and Dr. E. C. Schroeder, superintendent of the federal Bureau of Animal Industry Experiment Station.

The members elected to represent the Dominion of Canada were: Hon. W. C. Edwards, Ottawa, one of Canada's most famous breeders of Shorthorns; Mr. J. W. Flavelle, of Toronto, a prominent Canadian packer; Dr. C. A. Hodgetts, Chief Health Officer for the Province of Ontario; Dr. J. G. Rutherford, Veterinary Director-General, and Dominion Live Stock Commissioner, Ottawa; and Dr. F. Torrance, Winnipeg, professor of veterinary science, Manitoba Agricultural College, and one of Canada's most prominent veterinarians.

So far as the writer knows, credit for the original suggestion and for pushing the movement until it finally resulted in the creation of this Commission, belongs especially to Dr. J. G. Rutherford, of Ottawa.

The first session of this commission was held recently at Buffalo, New York. Dr. J. G. Rutherford was elected chairman; and Dr. M. H. Reynolds, secretary to the commission.

It was soon recognized that this was necessarily a preliminary meeting and should be devoted to a discussion of organization, and plans for work with the members getting acquainted with each other and with each other's views.

It was soon agreed that the commission could not wisely at this stage adopt specific resolutions or recommend specific methods; but a number of general propositions were taken up for consideration and on some of these the Commission reached unanimous understanding.

(1) That general compulsory tuberculin test and slaughter is impractical and should be dropped from further consideration.

(2) That voluntary testing for owners as a general state policy should be retained, provided it is recognized for what it really is: *i.e.*, a very efficient means of public education and as serving somewhat to keep further spread of tubercu-

losis among domestic animals in check.

(3) It was unanimously agreed, recognizing fully its limitations, that we can and should accept the tuberculin test under certain conditions as a basis of suitable control legislation.

The general problem before the Commission; *i.e.*, control work, was divided into four sections and assigned to subcommittees as follows:

Education and Legislation: Dr. Reynolds (chairman), Governor Hoard, Dr. Rutherford. Dissemination: Dr. Moore (chairman), Dr. Schroeder, Dr. Ravenel. Location of Tuberculosis: Dr. Mohler (chairman), Mr. Flavelle, Dr. Hodgetts. Disposition of Tubercular Animals: Senator Edwards (chairman), Dr. Mohler, Dr. Torrance.

One of the serious difficulties of the problem was recognized as the indifference of purchasers of valuable breeding stock who want certain blood lines and are willing to take the chance of tuberculosis in order to get the breeding.

It was recognized that marked change in public sentiment in most states and provinces must be secured and that this can be expected only as a process of slow development.

In this informal discussion the commission found and recognized the importance of certain doors admitting the sanitarian to the tubercular herd; *i.e.*, (1) by way of the killing floor and local stock yards to the farm; (2) through clinical cases recognized in practice, inspection, or otherwise; (3) tuberculin testing for interstate and export traffic.

Two important general sources of dissemination (not individual infection) were recognized; *first*, the traffic in tuberculous cattle, especially in purebred stock; and *second*, unpasteurized creamery skimmed milk.

In view of these various considerations it was also agreed that the commission needs the assistance of two more members, one of whom should directly represent American



THE FLOUR CITY TRACTOR

Twice winner of the Gold Medal
at the Winnipeg Contests in 1908 and 1909

The FLOUR CITY is a four-cylinder, four-cycle engine of the most modern design and construction.

Multiple Cylinder Engines admits of light construction. Large diameter drive wheels insure greater tractive power. It is 5,000 pounds lighter than any other tractor of same horse power. It will not pack the ground so hard when working in the field. It will pass over low or sloughy places where others dare not venture.

If you are interested in a general Farm Engine look up the "Flour City." It contains more good points than all other tractors combined.

CATALOG SENT ON APPLICATION



BUILT IN TWO SIZES—30 AND 40 H. P.

KINNARD-HAINES CO.

328 44th AVENUE N.
MINNEAPOLIS, MINN.

The Ontario Wind Engine and Pump Co. Ltd.
WINNIPEG Dominion Sales Agents CALGARY

O. K. CANADIAN Automatic Potato Planter

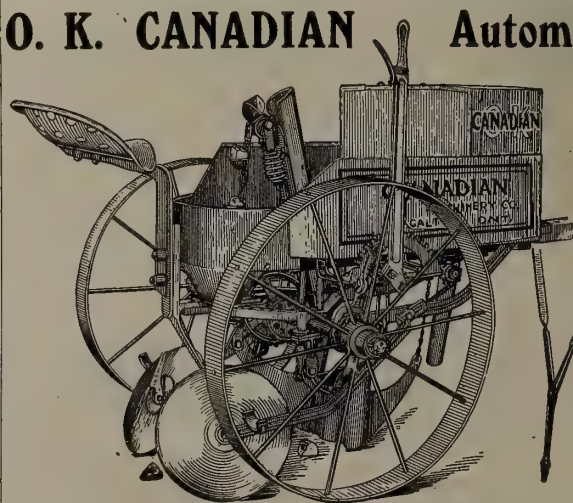
1909 Model

with or without fertilizer attachment.

New Features

Geared from both wheels for hill side planting. Strictly new fertilizer attachment. Handles the seed as carefully as by hand. Does not puncture or bruise the seed. Write for full particulars.

Canadian Potato Machy. Co. Ltd.
130 Stone Road,
Galt, Ont.



TRANSFER WAREHOUSE AT WINNIPEG

packers and the other should represent American state health officers.—M. H. Reynolds, Secretary.

Some Interesting Figures.

The following figures, furnished by Secretary Edward A. Rumely, of M. Rumely & Co., La Porte, Ind., will probably strike some of you as being fantastic, and yet they can easily be verified with the use of a pencil and paper if you care to figure them out:

"The plowman and his horses travel 5,200 miles in plowing a single square mile. To turn four and one-half square miles, they must travel farther than around the earth at the equator. The farmers of three townships, and their horses, at their plowing task, draw their load each year as far as from the earth to the moon and back again, and 82,000 miles farther.

"More power is consumed each year in turning the soil than is consumed on all the railways, street cars, and automobiles combined, or in all the factories. "A gallon of kerosene, theoretically, contains enough power to plow eight acres of land. Our 'Oil Pull' tractor plows one acre with three gallons of kerosene, at a cost of 75 cents.

"We believe that you will be interested in the story of this epoch-making invention, which is to open the last of the world's great power needs to mechanical prime movers, and lift from the human and animal muscle the curse of Adam—"In the sweat of thy brow shalt thou labor for thy bread."

"Think what the machine has done for the city laborer! Think of the contrast between the heavy, muscle-straining work of former days, and that of our modern skilled factory employee! Your readers are interested in knowing about the development of machinery on the farm."

Those of our readers who have not yet received a copy of the booklet referred to, and who are at all interested in the problems of the modern large or good sized farm, will do well to write at once, mentioning Canadian Farm Implements. The booklet is well worth your while, as you will discover when you read it.

Calculating Interest.

One of the shortest and simplest methods known for calculating interest, which we deem worthy of reprinting, is to multiply the principal by the number of days and divide as follows:

For 4 per cent, divide by 90.
For 5 per cent, divide by 72.
For 6 per cent, divide by 60.
For 7 per cent, divide by 52.
For 8 per cent, divide by 45.
Then point off 4 decimal places.

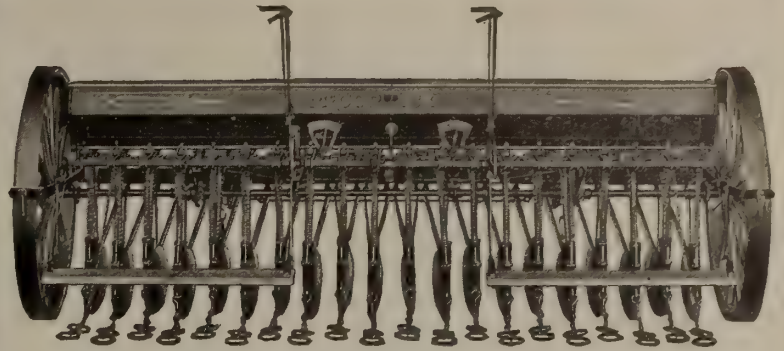
For instance, to find interest on \$360 for 92 days at 8 per cent., multiply \$360 by 92, and divide by 45, and point off four decimal places. The result is \$7.36.

Vehicles in South Africa.

From the report of a United States Consul at Johannesburg we learn that the Transvaal offers many inducements to the makers of buggies and carriages. The vehicles most in use, and for which there is always a fair market, consist of the extension-top surrey, carriages with front and rear seats, and two-wheeled vehicles of the dogcart and trap variety. Canopy-topped vehicles are not in demand at all.

In many lines of vehicles, notably the kind in use in England, United States makers do not successfully compete, either from the standpoint of quality or that of price. Canadian-made buggies and carriages give United States makers the keenest competition, and in numerous instances our manufacturers have secured business through their ability to quote lower prices for apparently the same grade of vehicle. For the manufacturer turning out a superior product at a satisfactory price it is evident that there is a good market in South Africa. It simply awaits development.

An Oklahoma girl advertised for a husband and got him. The total expense for advertising, wedding outfit, etc., was \$11. He died within a year leaving her an insurance policy of \$10,000. And yet some people claim that it don't pay to advertise. Wouldn't it pain you?



McCORMICK DRILLS

About the first thing a farmer will do when he comes into your store to buy a drill will be to see how well made the frame is—whether it is strong enough to hold up the mechanism. Experience has taught him that if the main frame is weak, it will soon permit the feed runs to get out of alignment and consequently wear out the drill in a very short time.

If you are handling McCormick drills, you can show him, first, the strongest main frame that was ever put upon a drill. Second, that it is equipped with a truss rod so placed that it is absolutely impossible for the drill to sag regardless of the length of time it has been used. This is an important thing to consider.

In addition to these features, McCormick drills are made with a one-piece continuous axle which revolves in self-aligning bearings.

Stub axles merely cheapen the manufacture, and in no sense of the word do they make a lighter draft drill.



THIS FRAME WILL NOT SAG

McCormick drills are also so made that the farmer can interchange the furrow openers of the double disk, single disk, and shoe drills, consequently he can have a drill for every condition of land by merely purchasing the additional markers necessary.

There are many other features of these drills that will interest you, and a letter addressed to the nearest Canadian branch house asking for catalogue and complete information will be gladly received. We want to demonstrate to you that there isn't a better drill for you to handle than a McCormick.

The McCormick line also comprises binders, mowers, reapers, hay rakes, hay loaders, side delivery hay rakes, hay stackers, disk harrows, smoothing harrows, spring tooth harrows in addition to drills.

WESTERN CANADIAN BRANCH HOUSES:

Calgary, Alta.
Saskatoon, Sask.

Edmonton, Alta.
Yorkton, Sask.
Brandon, Man.

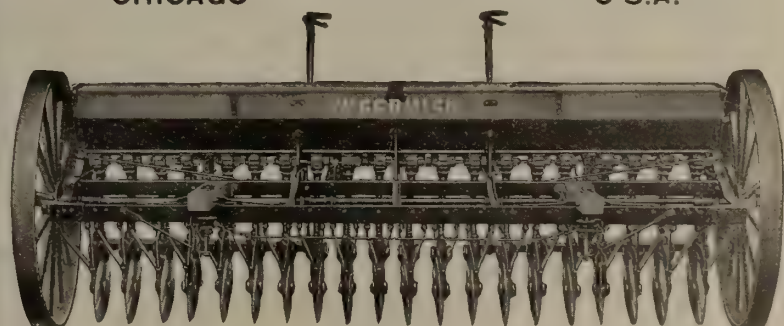
Regina, Sask.
Winnipeg, Man.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO

U.S.A.



Planet Jr.

Planet Jr implements are the greatest time-savers and labor-savers ever invented for the farm and garden. They frequently do six men's work, and do it better than by ordinary methods. Over two million farmers and gardeners have found this out by actual use. You can't afford to be without a Planet Jr.

No. 17 Planet Jr Single-Wheel Hoe is a most handy and effective tool for garden cultivation. A fine tool for working close to crops, especially in late work.

New No. 81 Planet Jr Horse-Hoe, Cultivator and Furrower is a great implement for cultivating and hilling crops up to 4 feet apart. Compact, strong, and steady-running. Does just the kind of work you want. Get the Planet Jr 56-page catalogue for 1910. It is free. Write today.

S. L. Allen & Co.
Box 11682 Philada Pa

No. 81

No. 17

Write for the Name of our Nearest Agency.

Brandon.

The real estate movement is beginning to be felt in Brandon, there being a brisk demand for lots. Local real estate men report many sales of unimproved property during the present month, and the large amount of building that is ensured this year will make a big demand on vacant lots. A marked stiffening of prices is noticeable all over the city. Snaps that were offered as late as December last are off the market today. From all indications March will be a very brisk month for Brandon, and the season as a whole will likely end in being the greatest in Brandon's history.

The Clement Bros. will build this season at the corner of Ninth and Rosser Ave., a business block costing at least \$150,000. The building will be of steel and concrete, five stories. The new block will have a frontage of 60 feet on Rosser Avenue, extending from 9th street to the Dominion Bank. The main entrance will be 20 feet in width with large revolving doors and the interior of the main floor will be fitted with marble, and tiling will be used for the flooring. The corner store will be used for the Clement Drug Store, and the upper floors will be fitted up for offices. A large, up-to-date elevator will be installed in the building with every possible convenience for the tenants. The plans are all ready, and

show a building as handsome as any in the West.

Mr. J. A. Miller, manager, and George Stuart, superintendent of the May-Oatway Fire Alarm System Co., of Winnipeg, have visited our city and given a number of demonstrations of their system. A large number of business men were present at the demonstrations and exhibited a keen interest in the system. The council has entered into a contract with the company to install the system here, the central to be at H. T. Broughal's shop opposite the City Hall. Mr. George Thomas has been appointed local representative.

Mr. George H. Gall, assistant to the president of the International Heating & Gas Co., of Cleveland, Ohio, is making a tour of Western Canada with a view to the establishment of gas plants in the various centres, similar to that recently installed in Brandon. While here, Mr. Gall inspected the plant as well as the handsome new offices just opened, with all of which he expressed great satisfaction. Mr. Gall left for Regina to look after his company's interests at that point, where negotiations are now in progress between his company and the city.

There is every probability that in the near future Brandon will be selected as the location for the proposed Odd Fellows' Home for the Province of Manitoba.

The executive of Brandon College have formulated plans for raising \$150,000 for college extension. The Rev. William Reid, of Lethbridge, has been appointed field agent, and has started work in Alberta. Mr. J. Kennedy, of Winnipeg, has been appointed bursar and will take up his duties in the near future. Brandon College is having the largest attendance in its history this year, the registration having reached 350. The freshman class is second only to Wesley College in the province.

A proposition to establish a pasteurizing plant in the city has been laid before the city council. The City Engineer has prepared plans of the proposed structure together with the cost, which is to be taken up by the council.

The following implement dealers

visited Winnipeg during Bonspiel week: William Bourke, D. Shirriff, John Inglis, George H. Smith and A. B. McLeod.

We had a call from Mr. Skipworth, of Rush & Skipworth, implement dealers at Gainsboro. He reports business dull at present, but there is a good outlook for spring trade.

Mr. A. E. Bullock, the well-known contractor, has purchased the Parker property on Lorne Avenue and 7th Street, on which he intends to erect an apartment block. It is Mr. Bullock's intention to build a block costing about \$100,000 which will be second to none in the province.

Brandon will have a professional baseball team this year and contracts have been forwarded to every member of last year's team, to be signed for this year. The local club have several likely men who have been recommended as managers, but no choice has been made as yet.

The annual meeting of the Central Canada Insurance Co. has been held and the following directors were appointed: F. O. Fowler, J. S. Maxwell, J. A. McDonald, Angus McDonald, C. A. Young, W. J. Stafford, and Jos. Cornell. At a meeting of the directors held at the close of the shareholders' meeting F. O. Fowler was elected president, Angus McDonald vice-president, and J. B. Beveridge auditor.

A Commercial Bureau has been formed in Brandon for the purpose of bringing Brandon prominently before the outside public. A strong executive has been appointed, who will act in conjunction with the Board of Trade and the City Council. The Real Estate Exchange has given a grant of \$250.00 to be used by the Bureau, the City Council \$5,000.00 and a subscription of \$2,500.00 will be raised by the citizens to carry on the work of publicity during the year.

Rev. George Reddick, one of the first of the pioneers of the Brandon district, died at Pictou, N.S., aged 79. The remains will be sent to Brandon Hills for interment. His family have the sympathy of the public generally in their sad bereavement.

Mr. L. J. Clement, of Carnduff, is taking out a patent for an automatic grain stoker which will be operated by the driver. Mr. Clement claims that his invention will revolutionize the harvest labor question, and proposes to give demonstrations during the coming harvest.

A vote for the hotel by-law was taken on the 28th ult. at which the action of the council was endorsed by an overwhelming majority. The agreement has been signed by the C. N. Ry. and the City, and the building will be started this spring. The hotel and station will be 275 feet on 9th Street and 120 feet on Princess Ave. and will cost about \$150,000.00.

The big annual convention of Odd Fellows met in the city, at which there were about four or five hundred members in attendance. The different officials for the year were elected and the program lasted for four days. It is at such times as this that the hotel accommodation is found inadequate, but with the new C. N. Ry. hotel built this will be remedied.

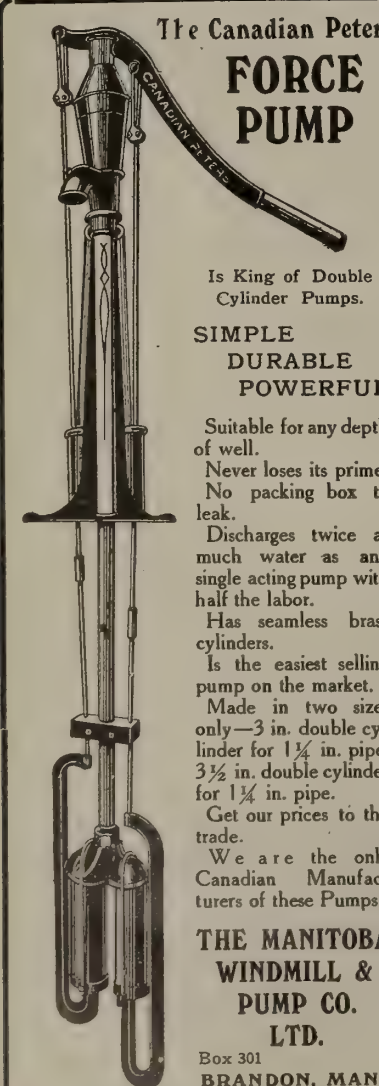
Mr. F. Duncan, of Cameron & Duncan, implement dealers of Melita, is in the city, and is in attendance at the Odd Fellows convention. Mr. Duncan occupies the high position of Grand Master, which he has filled for the past year to the satisfaction of all. He reports business slow in opening up, but looks for his share when it starts to move.

Our great Winter Fair will open on Saturday, March the 5th, and judging from the list of entries in every department it is certain to be a greater success than ever. The new addition of 75 feet to the old building is completed and ready for occupation, which will prevent the congestion and crowding of former years.

The Manitoba Winter Fair at the present time enjoys the confidence of the western farmer to an unlimited extent and the same methods which have inspired this confidence, if continued, cannot fail to make it the greatest stock show in the Dominion. From a purely commercial standpoint the citizens of Brandon have every reason to be interested in the success of the Winter Fair. If there is one business more than another which Brandon should encourage, it is the agricultural implement business, and nothing appeals more strongly to the implement man than a successful winter fair. The fair is held at a time when the well-to-do farmer is in the market for supplies and it is impossible to present a more attractive picture to an implement dealer than a city thronged with prosperous farmers.

Among the prominent visitors who have intimated their intention of visiting our fair are General Manager Chamberlin and Assistant Manager Caye of the Grand Trunk Pacific Railway.

The weather for the month of February has been rather severe. No storms, but very cold



The Canadian Peters
FORCE PUMP

Is King of Double Cylinder Pumps.

SIMPLE
DURABLE
POWERFUL

Suitable for any depth of well.
Never loses its prime.
No packing box to leak.
Discharges twice as much water as any single acting pump with half the labor.
Has seamless brass cylinders.
Is the easiest selling pump on the market.
Made in two sizes only—3 in. double cylinder for 1 1/4 in. pipe; 3 1/2 in. double cylinder for 1 1/2 in. pipe.
Get our prices to the trade.
We are the only Canadian Manufacturers of these Pumps.

THE MANITOBA WINDMILL & PUMP CO. LTD.
Box 301
BRANDON, MAN.

LET YOUR LETTERS BE UP-TO-DATE

Buy a Typewriter Now.

Your competitor will book orders which you would get if you had not handwritten your letters so badly

Get our latest Second Hand List if you want good value.

Sole Dealers:

L. C. Smith Visible Typewriter.

Richardson & Bishop, Ltd., Winnipeg.
Manufacturing & Commercial Stationers.





LIVE DEALERS will sell
Cater's Wood and Iron Pumps, Star
Windmills and Gasoline Engines

because they are of the Highest Grade and
 Lowest in Price

Write for our Special Cash Price

Address

Brandon Pump and Windmill Works,
 H. CATER..... Proprietor
Brandon, Man.

BRADSTREET'S

Established 1849

Capital and Surplus \$1,500,000,

Offices throughout the civilized world.

Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

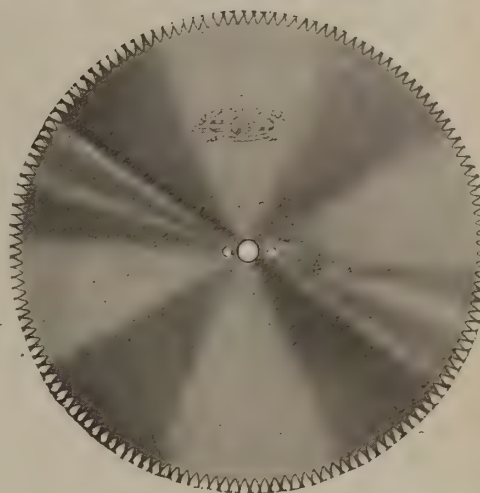
OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont.,
 Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Calgary, Alta.,
 Vancouver, B.C.

C. G. SCHAFFTER, Supt., Commercial Travellers' Bldg., WINNIPEG, MAN.

BURTON'S SAWS

TEMPERED BY a New Process

and positively the BEST. The heat is registered by an electric pyrometer while the saw is clamped in a revolving furnace under many tons hydraulic pressure. Absolute uniformity of temper in every part of the saw is thus attained. We positively guarantee that there are no hard or soft spots in our saws. They have greater toughness and retain a keen cutting edge longer than any other make. Write for catalogue and prices.



The A. J. Burton Saw Co. Ltd., Vancouver, B.C.

Hero Grain Separators and Smut Machines



The Hero Grain Separator gives satisfaction to every dealer.

Sold Only Through the Dealers

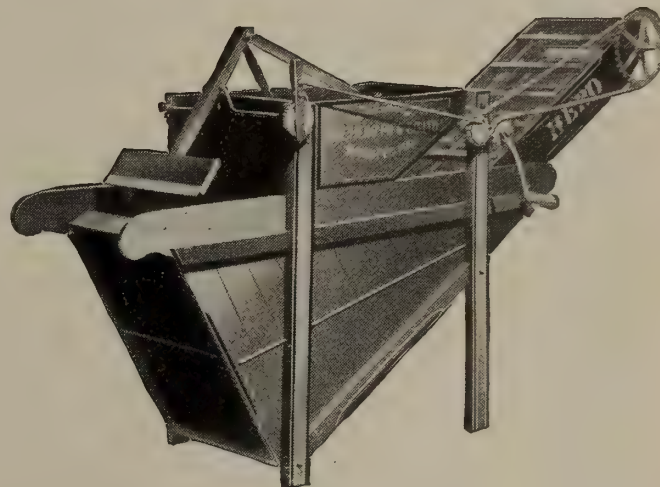
The most thorough seed cleaning machinery manufactured

Every machine is built of the best materials procurable. They excel in thoroughness of work and clean oats from wheat perfectly. No other separator can compare with the "Hero" for reliability and efficiency. They give satisfaction to every user and bring new business to every seller. If you want the grain separator trade of your district handle the "Hero."

The principles of the HERO smut machine are scientifically correct. The solution must come in contact with the smut spore or the treatment is a failure. The smut balls must be skimmed off or they will pollute the treated grain.

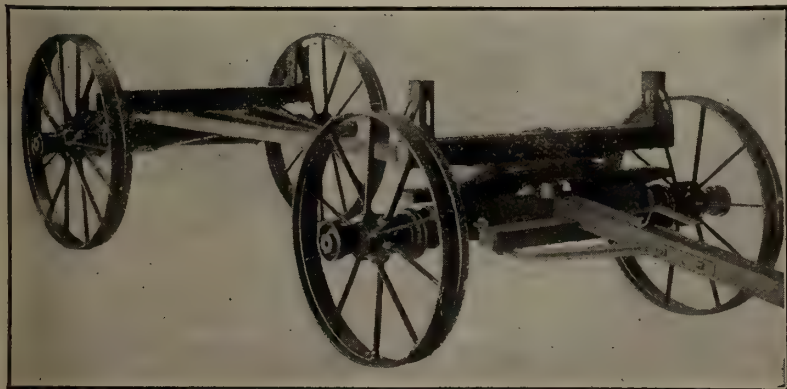
BUY A HERO AND TAKE NO CHANCES.

HERO MANUFACTURING CO. LTD.,
WINNIPEG

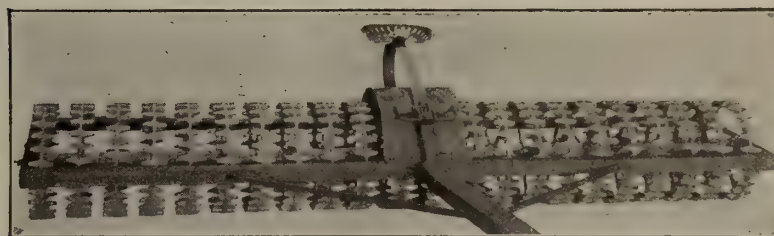


A PAIR OF WINNERS

We are offering better values in these two specials for mixed car-load shipments than have ever before been offered in Western Canada. A very few of each make a car load. You thus gain the advantage of car-load rate.



Bell's All-Steel Wheel Truck Gears are strong and heavy with $3\frac{1}{2}$ x 11 inch arm, spokes are machine riveted, stagger set, groove tire. Two coats paint, striped and varnished.



BELL'S PULVERIZER IS KING

Hinged **Steel** Frame, clear around Packer. End pieces solid steel, not cast iron. Wheels with chilled hubs and separate chilled thimble box.

Leg protector goes clear around wheels to frame.

Foot rest adjustable to either man or boy.

End of one section can be raised 6 feet if necessary and still work.

Write us for full particulars

B. Bell & Son Co., Ltd., Winnipeg

A Talk on Advertising.

There are many dealers in Western Canada who firmly believe in local advertising. Again, there are many who do not and for the benefit of the "nots" we would like to receive letters from our readers as to the best form of advertising they have done. We firmly believe, that in order to spread business and increase connection it is necessary to advertise, and there have been many creditable advertisements inserted in their local papers by dealers who agree with us in this matter. Of course the type of advertising varies according to the season of the year and the facilities the advertiser has for obtaining publicity for his ads., but we think that taken as a whole the advertisement which is good for one community is good for another.

Some dealers have quite a talent for writing telling and forceful advertisements, and there are also others to whom the writing of their local ad. presents more difficulties

than the book-keeping attendant on the business. It is for the benefit of the latter, chiefly, which we wish you to write. Your success in that line will also prove to non-advertisers that it pays to advertise. Some businesses get along without newspaper advertising but at the same time they would get along a lot better if they were advertised.

The implement dealers in Western Canada can help each other quite a bit in this matter, for information given by one dealer will probably be of great use to many others who, in their turn, by relating their experiences in this line will return the compliment. When once started, the narration of advertising experiences will prove an endless chain of benefit to all the dealers spread over the provinces of the West. Who is going to forge the first link of the chain?

Do not be deterred by imagining that it will be detrimental to your own business, for an advertisement once used in your locality will, nine times out of ten, rebound to your credit if used by a competitor and anyway it is probably known to him before we comment on it.

Of course, you may run it in your paper indefinitely, but we think that this is not a good policy. You are paying for advertising space, and to make the best use of it, it is necessary to change the reading matter often. It cannot then harm your business to relate your own experiences, but it will prove beneficial to some who have not had much experi-

ence in other towns, who have this line, and are not so prolific in advertising ideas.

No man can do good work if he does it in a hurry. So when you make up your mind to advertise, sit right down and compose your message into striking and forceful words. Don't put it off until the last minute and then hurry through it, scribbling whatever comes into your head first. The best examples of the ad. writer's work were not done in a few minutes. Hours, perhaps days, have been spent seeking a new and novel form of ad. If it takes an expert so long to prepare an ad., and if his employer is willing to pay him a large salary for doing this is it not reasonable to suppose that the ordinary individual should spend as much, if not more, time in composing his advertisement.

If, by chance, you do not get returns for your advertising expense, don't put it down to the medium you advertise in. Examine first your ad. It may be the cause. Remember that a good ad. in a poor paper is better than a poor ad. in a good paper. A good ad., however, in a good paper is the best business-getting combination known to business men. Make your ad. a good one and you'll be amply repaid for the extra time.

Apart from the question of good composition, there is another phase of the advertising business. That is—position. If you leave your ad. until the last minute and then send it in a few days before the paper is published you will lose the best positions in the paper and your ad. will of necessity be put in the only space available.

Remember then, the early ad. means more time for composition, better location in the paper, more careful work by the printer and a closer scrutiny by the proof-reader. Just consider, then, if these advantages are not worth having and—send in your ad. bright and early.

Write us and tell us all about your advertising. We ourselves have had much experience in this work and may be able to help you to improve yours. We want to make our paper of the greatest help to the implement dealer; and to do this we want your co-operation. Don't trouble about your hand-writing or literary style. A man who is busy selling machinery has not much time for improving his handwriting, and knowing this, we do not care whether you scribble a few remarks on a piece of wrapping paper or send an elaborate type-written account. We want your experience, not for our benefit but for the benefit of fellow-dealers. The more prosperous the implement fraternity becomes, the better able will it be to look after its interests, both through its association and through local influence.

Remember that we recognize the fact that every act which leads towards the selling of an article is advertising, that we know this word should not be confined to newspaper publicity alone.

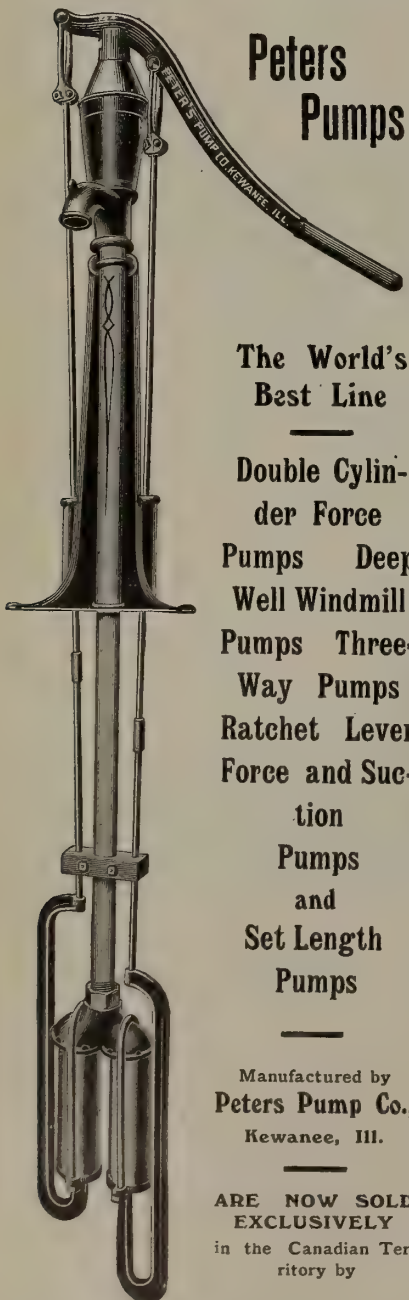
American Seeding Machine Co. Buys P. P. Mast Business.

The American Seeding-Machine Co., Inc., of Springfield, Ohio, has purchased the assets, exclusive of real estate, of P. P. Mast & Co., whose business has been in the hands of a receiver for the past two years. The bid for the property was \$170,000, and \$35,000 for the real estate. The purchase includes machinery, patterns, stock on hand, goodwill, etc. The new owner will operate the plant to its capacity on drills and cultivators for the spring trade.

Goold, Shapley & Muir Co. Entertain their Agents.

The Goold, Shapley & Muir Co. held their annual banquet to the salesmen at Brantford on Feb. 11. It was altogether a very happy gathering and the feeling of loyalty to the management was a strong

NOTICE:—TO ALL DEALERS



Peters Pumps

The World's Best Line

Double Cylinder Force
Pumps Deep
Well Windmill
Pumps Three-
Way Pumps
Ratchet Lever
Force and Suction
Pumps
and
Set Length
Pumps

Manufactured by
Peters Pump Co.,
Kewanee, Ill.

ARE NOW SOLD
EXCLUSIVELY
in the Canadian Territory by

Tudhope, Anderson & Co. Ltd.
Winnipeg, Regina, Calgary, Saskatoon

BEST SELLING SPECIALTY

Offered the Trade
LLOYD'S

Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest,
and Most Durable Seat on
the Market.

Implement Dealers should write the Wawanesa Wagon Seat Company in connection with handling Lloyd's Handy Wagon Seat as a side line. This is a paying proposition and an easy seller. Makes a wagon ride easier than a buggy.

For further information write the
Wawanesa Wagon Seat Co.
WAWANESA, MAN.

FRAZER AXLE GREASE.



Not affected by Heat or Cold.
Highest Awards at Centennial, Paris
and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.,

Factories: ST. LOUIS, NEW YORK

NICHOLSON AND BAIN, Agents,

WINNIPEG, MANITOBA.

WATER COOLED GASOLINE ENGINES

1½	H.P.	} FOR SALE CHEAP
2½	"	
3	"	
8	"	
10	"	

THE GASOLINE ENGINE SUPPLY CO.,

36 Main St.

Winnipeg.

feature. The Company have decided to enter the Western Canada field, and Mr. D. J. Taylor, recently appointed general agent in the west, had the pleasure of meeting the older salesmen.

The real feature, however, of the evening was a presentation to Mr. John Muir, the general manager, of a fine ring and a meerschaum pipe.

After a generous banquet Mr. E. L. Goold, the president of the company, introduced a program of speeches and songs which was heartily enjoyed by all present.

Trade with U.S.

According to an Associated Press despatch, the highest record ever made in trade between Canada and the United States was that of the last calendar year, according to official figures of the Bureau of Statistics, Department of Commerce and Labor. During the last ten years this trade has more than doubled. In no former year have either imports from or exports to Canada equalled the record of 1909.

Imports from Canada in 1899 aggregated \$35,500,000, while in 1909 they increased to \$88,000,000. In the same period the exports from the United States to Canada increased from \$86,000,000 to about \$190,000,000. Canadian official statistics show that in 1909 60.4 per cent. of all Canadian imports were from the United States, compared with 46.08 per cent. in 1889.

Saskatoon.

Although the new warehouse of the Tudhope-Anderson Co. is not completed, it is far enough along so that a good array of samples of their popular line can be seen on the floor and Mr. Frank Holland, who is in charge for northern Saskatchewan, can be seen by dealers and customers and will be found always ready to please.

Mr. Archie Percey, the genial traveller for the Tudhope-Anderson Co., is now confined to the hospital with a bad case of la grippe. He is reported doing well and we hope to see him out soon.

The Saskatoon Bonspiel proved to be a very attractive event. A large number of curlers attended it with great enthusiasm. Implement dealers from all over the district were there both for business and pleasure. One of the attractions was the gasoline engine school of instruction, put on by the International Harvester Company. All of this company's agents were invited to bring their customers in for the training which was carried

on both in the warehouse on small engines and outside on tractors. The weather being favorable to outside work good practical demonstrations were given and the purchasers were able to handle the outfits very creditably before leaving.

Among those starting in the implement trade lately are the following:

McShane Bros., Borden, are successors to Cockburn & Fallis; Wright & Sturton, North Battleford; Arthur La Marsh & Son, Darsey; Thompson & Kelland, Kindersley; J. L. Molitor, Scott. LeCroix Bros., Prince Albert have opened a branch at Shellbrook. Bride & Heivner, Unity, have opened a branch at Macklin. The business of Pirot & Wagner, Dana, will

be carried on by Peter Wagner. Mr. Pirot is selling out.

The Saskatchewan Cartage & Warehouse Co. is erecting on 23rd St. a large transfer and storage warehouse. The building will be frame, 50 x 120 ft., two stories, located on the C.P.R. tracks, and will fill a want keenly felt in Saskatoon by Eastern manufacturers and jobbers.

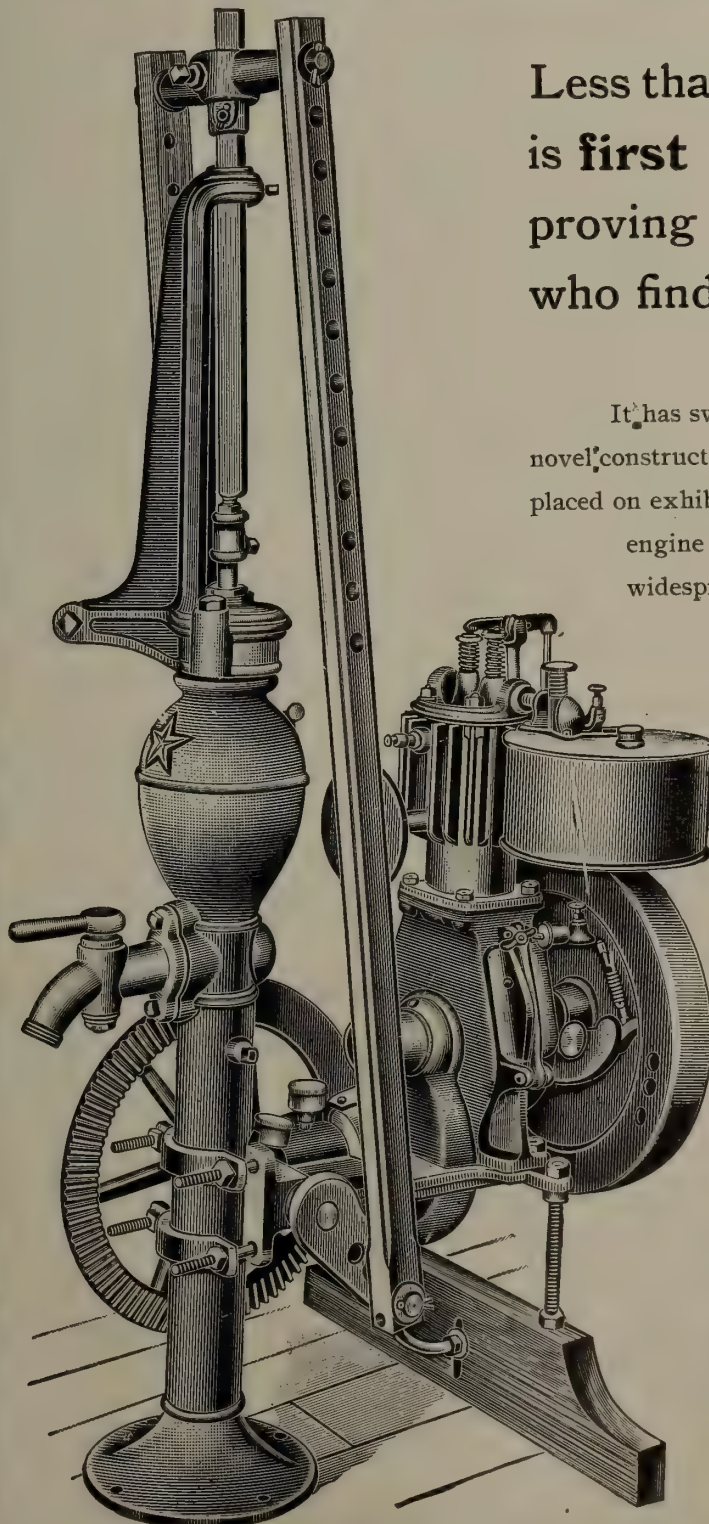
Another step towards Saskatoon's progress as a centre of activity was the arrival on January 22nd of Mr. E. F. Dickenson in charge of the collection department of the I.H.C., and a staff of 15 clerks have been gathered to assist him. At present Mr. Dickenson is in Chicago at the annual meeting of collection managers.

Lumber Scarcity.

On every hand we see warnings of a rapidly decreasing supply of timber and are informed that unless we are very economical the supply will soon be less than the demand. In face of all this, however, we do not tremble. Now that the old fence post has evolved from wood to iron and the wood railroad tie has metamorphosed into cement there is still hope that our supply of wood will last a little longer. What we want now is aluminum office furniture and tin doors.

Advertise and the world comes to you. Quit and it leaves you alone.

The Fuller & Johnson Farm Pump Engine



Less than a year on the market, is first in sales to-day. It is proving a bonanza for dealers, who find it in great demand.

It has swept the farmers off their feet because of its novel construction, its convenience, its efficiency. Wherever placed on exhibition, they swarm to see it perform. No engine has ever met with such immediate and widespread sale. It's absolutely unique.

Complete in itself! Needs no pump jack, no anchor posts, no cement foundation, no belts, no towers, no arms. Means "good-bye" to windmills. Our tremendous advertising campaign in farm, stock and dairy papers reaches millions of farmers every week. The thousands of letters received from these advertisements are at once turned over to our dealers. Sales are simply enormous.

Made and Guaranteed by

Fuller & Johnson Mfg. Co.

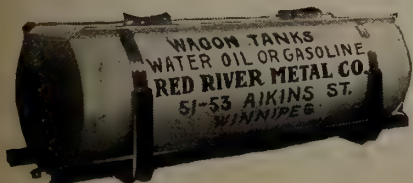
Established 1840

MADISON, Wis.

STEWART NELSON CO.,
LIMITED

BRANDON and Winnipeg
DEPT. C

Patented June 15, 1909. Others applied for



Regina.

The construction programme of the Canadian Pacific Railway outlined by Mr. William Whyte upon his return from the east recently contains many items that will be of considerable importance to Regina. One of the chief of these is the following: "To complete the line from Regina by a 15 mile cut-off from Craven to Bulyea, giving Regina direct communication with northern Saskatchewan". This gives to Regina direct communication with the towns on the Pheasant Hills line of the C. P. R. which previously could only be reached by shipping back east on the main line to Kirkella, the freight rates making business on this line almost prohibitive.

Another important line will be a line from Craven on the west side of Last Mountain Lake, northwesterly to Colonsay, 110 miles, opening up a new farming territory.

A line from a point twenty-six miles west of Weyburn, where the present line ends, 25 miles further. This is a colonization line and will be ultimately extended to make a through line between Weyburn and Lethbridge.

From Regina a line will be built south-east to Griffin on the cut-off between Weyburn and Stoughton, 79 miles.

The Lauder extension will be built to a point two miles west of Tilson.

The contract for the G.T.P. line from Balcarres into Regina has been let, and this work will be pushed ahead rapidly. The G.T.P. will also build southeast from Regina, and a hundred miles of this road will be completed this year.

Mr. W. D. Price, architect for the International Harvester Company, is expected in the city tomorrow to open the tenders for the new building which the company will erect this year. Work will be commenced on this as soon as weather permits, and when completed this will be the largest warehouse the company has west of Winnipeg.

Mr. E. S. Tecktonius, of the M. Rumely Co., of Laporte, Indiana, spent a few days in the city recently.

Mr. I. J. Haug, of the Haug Bros. & Nellerhoe Co., spent a day in the city last week, and while here selected a site in the warehouse district and put in an application to the city council for the purchase of twelve lots (300 ft. x 125 ft.). The application has been granted and the company will erect a warehouse in the spring and handle an exclusive line, including the Avery Mfg. Co's engines and separators, from here this year.

Mr. J. S. Whitner, the general manager of the J. I. Case threshing machine company is in the city on important business for his firm. He will remain here for a few days and return east.

The J. I. Case Co. is preparing estimates and plans for the new building which they will erect here this year. The cost of the building will be in the neighborhood of \$100,000.

Mr. J. P. Minnhinnick has taken over the management of the Cockshutt Plow Co. in succession to D. J. Taylor.

Mr. A. B. Yager, who has been in charge of the collections department of the Cockshutt Plow Co. here for several years, has been transferred to Calgary. He has left here and is spending a few days in Winnipeg before proceeding to Calgary.

Mr. C. Dickenson, who is to have charge of the collection department, has taken over his new duties.

Mr. Harvey Cockshutt is occupying a position on the staff of the Cockshutt Plow Co. here.

The Wholesale Implement Dealers' Association held a meeting in the Massey-Harris Building on Saturday last and decided to call the annual meeting for the last Saturday in March at the King's Hotel. The Association has not been very active for the past two years, but intends to hold regular meetings from now on.

Mr. Palmer, vice-president of the Toronto Type Foundry, and H. J. Hurdie, the Western manager were here recently and made arrangements to place a staff and large wholesale stock in here at once. The business in type materials and

printers' supplies will be handled from Regina for the whole of this province.

The building permits for February amounted to \$28,255 as compared with a total of \$3,065 for February, 1909. The total for the two months of the year is \$52,840, as against \$6,065 for the corresponding two months of last year.

Edmonton.

The implement business in Edmonton for the month of February has been good, a great deal of business being done with the people from the Grand Prairie and Peace River country. A greater activity than usual seems to be taking place in the development of this new part of Canada, commonly called "The Last Great West." The settlers who have been up in that country for some time are coming to Edmonton for their year's supplies, and are being accompanied back with many of their friends from the East, and by the way people are rushing into that country it would seem that it will not be long before it is well filled up. The settlers are loading their teams up with a general line of farm implements, including binders, mowers, rakes, plows, twine, etc. Mr. Jas. Lawrence, who is one of the earliest settlers in the Peace River district was in town and states that this is the first time horses have been used for the entire trip, dogs being formerly used from Fort Vermilion to the Peace River Crossing, a distance of 300 miles on the Peace River. The distance from Fort Vermilion to Edmonton is about 700 miles, so it will be seen what an important trip this means for the people to get their supplies. Mr. R. Smith, another settler, was down accompanied by his two sons. This was the first time that the boys had seen modern civilization as we have it in Edmonton, and needless to say they were delighted with the many things they saw for the first time. The boys were about 22 and 25 years of age, and although they had read something

of the modern ways that we have in vogue here, it was a great surprise to them to be able to step into one of our street cars and have a ride without the aid of cayuses or dogs. Through the kindness of the Edmonton people they were given a ride in one of the up-to-date 1910 automobiles and introduced to our modern way of travelling. It is not likely they will ever forget that ride.

The Grand Trunk Pacific are making good progress with their extension west of here. At the present they are within about 6 miles of Edson, the first divisional point west of Edmonton. A great amount of material is being taken in for the contractors for this part of the road. About 18 to 20 carloads are taken in every week. Good progress is being made on the big bridges at Wolf Creek and McLeod River, and the expectation is that these will be finished early in the summer.

Edmonton's annual bonspiel has again come and gone, and proved to be the most successful that the curlers have yet held in this part. The different competitions were well finished and keenly contested. In the Grand Challenge W. H. Trimble, of Calgary, won, and the McDougall and Visitors cups were won by Mr. Savage, also of Calgary. Mr. A. C. Fraser, of Edmonton, won the Consolation cup. It was rather considerate on the part of Calgary players to leave this cup with the curlers of the capital.

Mr. H. H. Rogers, of the Stewart Nelson Co., was in town for a few days on a business trip, and reports business good. Mr. Rogers makes Calgary his headquarters.

Mr. Alex. Ross, of the Sharples Cream Separator Co., was in the city recently on business.

Mr. J. B. Crossfield, of the Studebaker Wagon Co., was in town for a few days and reports a flourishing business for his firm.

Mr. C. B. Beals, of the firm of Beals & Hoar, Edmonton, left on a trip to Winnipeg. Mr. John Eden Tysoe, of the same firm, accompanied him.

Stewart Clipping Machines

Sell Fast During

February, March and April

They Yield a Good, Quick Profit

No horse clipping machine ever made sells so fast or gives such good satisfaction as this

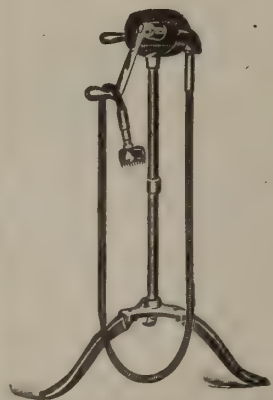
Stewart No. 1 Ball Bearing Machine

Your jobber
has them

List for Canada, \$9.75

Write for free
advertising matter

Every machine sold under a positive guarantee that it must please your customer or money refunded, including transportation
Chicago Flexible Shaft Company, 237 Ontario St. Chicago, Illinois



**THE BEST
MATERIAL
OBTAINABLE
FROM
THIS BALL —**

When the fibre that is used in the manufacture of a ball of I H C twine is purchased, there is just one standard of judgment—nothing is accepted but the very highest grade. Sisal fibre, from which Sisal and Standard twines are made, is grown in Yucatan, Mexico, where it is carefully cultivated by up-to-date plantation owners. Modern machines are used, and every effort is made to retain the smoothness and strength of the natural fibre.

Pure Manila fibre of the highest class is flaxen in color, something similar to wheat straw. The lower the grade the darker the color. When manufactured into twine, the oil that is added gives it a slightly darker tint, but you can always tell the I H C Manila as compared with other twines by the color test. A corps of expert inspectors is kept in the field; a second corps is maintained at the mills where I H C twines are made, and it is difficult for inferior fibre to get by them. It is this absolute invariability of quality which enables every I H C dealer to sell the I H C brand with the positive assurance that the twine so stamped will neither knot nor break in the field, that it is full length and that it has a uniform tensile strength.

The importance of the twine trade, as every dealer knows, is not represented in the profits of the first sale. It is the steady season-buying, the "come-back" year after year, the good will of the farming community which a good dealer seeks. Ever since twine has been a factor in agriculture, this Company has been building up a good-will by marketing only such twine as the actual consumer would find practical and dependable in the harvest field. This good-will becomes a valuable asset to any dealer contracting for Champion, Deering, McCormick, Milwaukee, Osborne, Plano or International twines, in Sisal, 500 feet; Standard Sisal, 500 feet; Manila, 600 feet; or Pure Manila, 650 feet. These brands represent the highest perfection so far attained in binder twine.

If you have not yet arranged for your twine trade, our general agents are ready to take the matter up with you. Write the International Harvester Company of America at nearest branch house, or see the blockman traveling your way. These twines are being advertised in all of the farm journals, and you will find a ready-made demand in your community waiting for you.

CANADIAN BRANCH HOUSES:

London, Ont.; Montreal, P. Q.; Ottawa, Ont.; St. John, N. B.; Hamilton, Ont.; Calgary, Alta.; Edmonton, Alta.; Regina, Sask.; Saskatoon, Sask.; Yorkton, Sask.; Brandon, Man.; Winnipeg, Man.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)
CHICAGO U S A

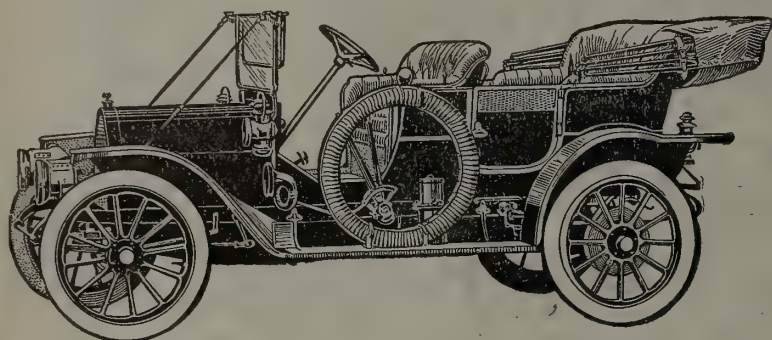
**IS USED
IN THE MANUFACTURE
OF THIS BALL —**



THE MIGHTY REO—\$1600

The Greatest Four-Cylinder Car built
in this country for the price

A luxurious 5-Passenger Touring Car or a 4-Passenger Toy Tonneau detachable, every car complete with Lamps, Stromberg Carburetor, Splittorf Magneto, Tools, etc. Made by R. E. Olds, the wizard of the auto world and builder of the first successful American Car, Reo Run-about \$700. The 2-Cylinder Touring Car \$1,350. You do not experiment when you buy a Reo.



Reo Touring Car
35 Horse Power—\$1600

Write for Catalogue giving full particulars

JOSEPH MAW & CO., LTD.

Opposite Central Fire Hall

112-118 KING ST. WINNIPEG, MAN.

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BRANDON

Operating in
Manitoba, Alberta, Saskatchewan

Subscribed Capital **\$365,000.00**
Substantial Cash Deposits with
THREE PROVINCIAL GOVERNMENTS

FIRE INSURANCE
All classes of desirable risks insured.

PURE-BRED REGISTERED
LIVE STOCK INSURANCE
Protection against loss from accident and disease.

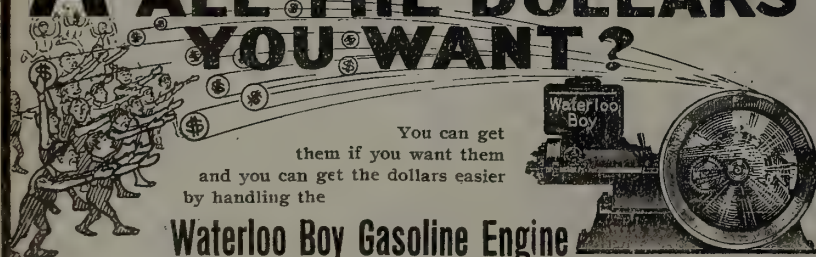
Full information on application to any
Local Agent, or
The Head Office of either Company.
INSURE WITH HOME COMPANIES.

THE ALBERTA-CANADIAN
INSURANCE CO.
EDMONTON

THE SASKATCHEWAN
INSURANCE CO.
CANADA

REGINA

ARE YOU GETTING ALL THE DOLLARS YOU WANT?



You can get
them if you want them
and you can get the dollars easier
by handling the

Waterloo Boy Gasoline Engine

than any other make. Dealers everywhere are making money selling this gasoline engine. There is some of this easy money that you can get if you will join the ranks of our dealers.

WATERLOO BOY GASOLINE ENGINES ARE SOLD ONLY THROUGH DEALERS. CATALOGUE HOUSES CANNOT SELL WATERLOO BOY ENGINES. THEY CANNOT SELL THEM UNDER ANY OTHER NAME, FOR WE WILL NOT SUPPLY THEM.

Waterloo Boy Engines are advertised engines. We keep the name "Waterloo Boy" before the farmers constantly in all of the best farm papers. We refer all enquiries to you. We protect you in the territory assigned you. That is why the Waterloo Boy will win the fight for you, no matter how fierce the catalogue house competition may be.

THE FIVE YEAR GUARANTEE WE FURNISH WITH EVERY WATERLOO BOY ENGINE MAKES THEM EASY TO SELL. THE PRICES AND TERMS WE MAKE TO OUR DEALERS ENABLE THEM TO MAKE BIG PROFITS.

Farmers are buying the Waterloo Boy Engines. We sold 15,000 last year. That many engines sold after 30 days' trial ought to show you "which way the wind is blowing."

WE HAVE SOMETHING SPECIAL THAT WE ARE OFFERING DEALERS RIGHT NOW THAT IS GETTING NEW DEALERS FOR US EVERY DAY. YOU OUGHT TO GET IN ON THIS AND GET YOUR SHARE OF THIS BUSINESS.

Write to-day for our catalogue and this special offer.

WATERLOO GASOLINE ENGINE CO.

BOX 213 WATERLOO, IA.

Ask any of these jobbers what they think of the Waterloo Boy:

Parlin & Orendorff Impl. Co., Dallas, Texas.
P. J. Downes & Co., Minneapolis, Minn.
David Bradley & Co., Council Bluffs, Ia.
La Crosse Plow Co., La Crosse, Wisc.
La Crosse Impl. Co., Minneapolis, Minn.
(Gen. Agents for Mont.)
Reierson Mch. Co., Portland, Oreg.
M. Johannes & Sons Impl. Co., Sedalia, Mo.

Weaver Hdw. Co., Rochester, N.Y.
Hewitt Mch. Co., San Francisco, Cal.
Bendix, Bros., Copenhagen, Denmark.
Andrew Hollingsworth & Co., Stockholm, Sweden.
Horter & Fair, Havana, Cuba.
G. A. Carrette & Co., Quebec, Canada.

THE MODERN FARM HORSE IS THE HART-PARR GAS TRACTOR

OVER 200 NOW IN WESTERN CANADA



The Tractor that is revolutionizing farming methods in Western Canada.

Best and cheapest power for breaking, plowing, disking, seeding, harvesting, threshing, hauling, &c.

The only Gas Tractor using KEROSENE Fuel.

A good proposition for Live Implement Dealers.

For full particulars write

HART-PARR CO. - Portage la Prairie, Man.

CANADIAN FARM IMPLEMENTS

Vol. VI., No. 4

WINNIPEG, MAN., APRIL 1910.

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00
Per Copy, 10 cents

UNION BANK OF CANADA.

CAPITAL PAID UP - \$3,202,670 RESERVE - \$1,900,000

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H. B. Shaw, Asst. Gen. Manager.

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P. H. Vibert, J. S. Hiam, Assist. Inspectors.

P. Vibert, Inspector of branches in Alberta.

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MANITOBA.—Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Carrol, Clearwater, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Newdale, Ninga, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg (North End Br.), Winnipeg (Sargent Avenue Br.), Winnipeg (Logan Avenue Br.) and Winnipeg (Selkirk and Salter Sts.).

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Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.



Union Bank Building, Winnipeg.

The Great West Saddlery Co., Limited,

The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which have a world-wide reputation for being the highest standard goods on the market. For further particulars send for beautifully illustrated catalog and price list, free. Offices at **Winnipeg, Man.**; **Calgary, Alta.**; and **Edmonton, Alta.**

THE GREAT WEST SADDLERY CO., LIMITED.

SUN FIRE

The Oldest Insurance Office in the world

FOUNDED A.D. 1710

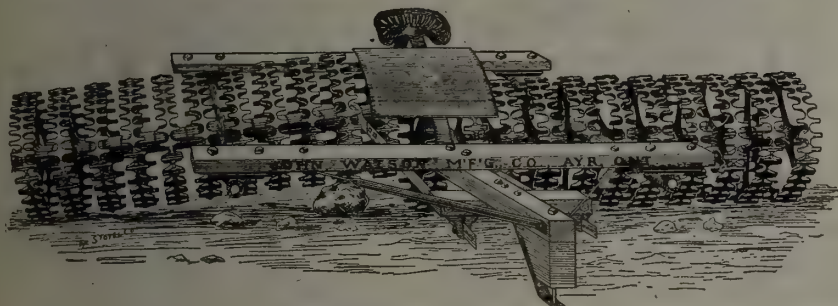
BI-CENTENARY 1910

HOME OFFICE: LONDON, ENGLAND

Canadian Branch, Sun Building, Toronto, H. M. Blackburn, Manager.

AGENTS WANTED IN UNREPRESENTED DISTRICTS

Watson's Flexible Pulverizers and Land Packers



22-Wheel Machine supplied with two Poles and Pulley Hitch.

Has 24-inch wheels, removable boxes in each wheel and in centre castings. Oil cups for wearing parts.

"No one can give you a better deal."

Can make shipment from: **Winnipeg, Brandon, Regina and Saskatoon.**

The Heaviest and Strongest Pulverizer Made.
The Thoroughly up-to-date Implement of its
kind in Western Canada.

John Watson Mfg. Co.
LIMITED

Winnipeg.

THE LARGEST LINE OF GRINDERS IN CANADA

In sizes to suit any power. These cuts show three classes.

549, for use on the Farm. Three sizes.

550, Farm use or Custom Work (stationary or for moving from place to place).

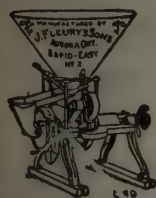
551, Attrition Mills for Elevators, Custom Mills, etc. Finest work and greatest capacity. We have just what you need in these "Rapid-Easy" Grinders—which do more work with same power than others. Information, circulars, etc., upon request.

Sole Agents:

JOHN DEERE PLOW CO. Ltd.

Winnipeg, Regina, Saskatoon, Edmonton, Calgary.

J. FLEURY'S SONS, Aurora, Ontario, Canada



THE "FLORENCE" WOOD PUMP



Is far in advance of all other pumps. Being made of Tennessee poplar, the Florence Pump will not taint water like spruce, pine or other wood, and each pump and each piece of tubing is tested to 60 lbs. pressure.

"Florence Pump" is the Leader and "Best by Test"

Among other lines we handle "Melotte" Cream Separators, "Ideal" Iron Pumps and "Ideal" Gasoline Engines, Etc.

Call and see us if in the City or write for particulars.

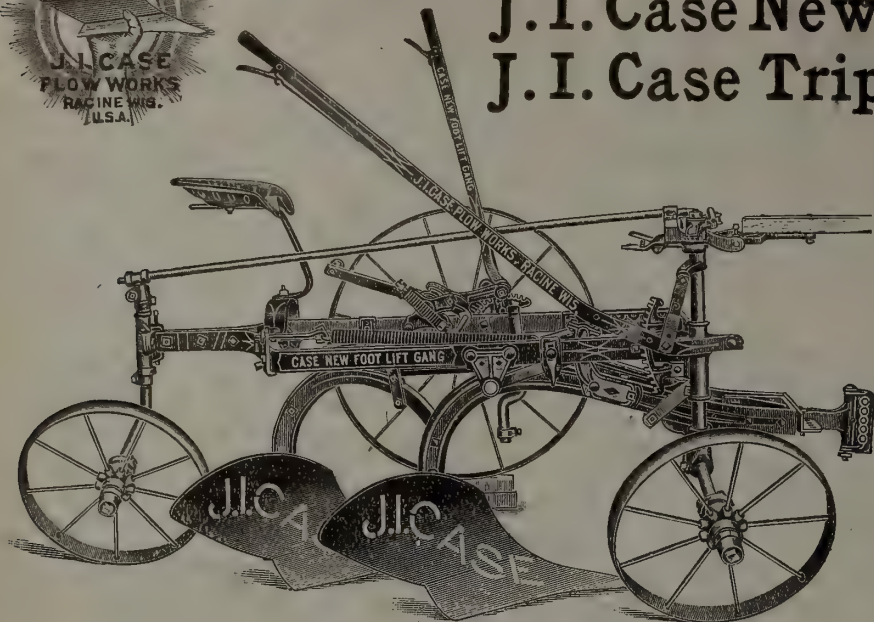
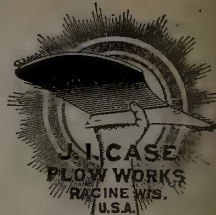
MELOTTE CREAM SEPARATOR CO., LTD.

312 Ross Ave., WINNIPEG.

CALGARY.



J.I. Case New Foot-Lift Sulky Plow
J.I. Case New Foot-Lift Gang Plow
J.I. Case Triple Bottom Gang Plow



Plowing time is here. Better let us ship you samples or better still, let us ship you a-half-dozen Plows as a starter. With the J. I. Case you run no risk of dissatisfied customers.

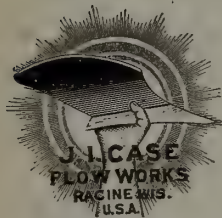
Are a matchless trio. All three are built on the same principle, and they possess points of merit not found in any other. For example:

Spring Pressure Lock. This improvement holds the Plows in the ground under spring pressure, and absorbs the blow on the share point when striking a solid obstruction. Also, it gives flexibility to the beams, insuring furrows of uniform depth—and lighter draft.

Penetration Adjustment on the principle of the Walking Plow. When the ground is hard, or the shares dull, it is a very simple matter to raise the heel of the plow a trifle, the same as you would with a Walking Plow, and vice versa when the ground is mellow.

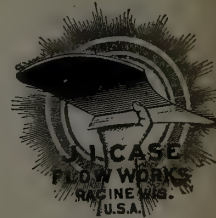
Self-Leveling and High Lift. One motion of the foot lever raises the Plow high up—out of the way of trash—and levels the frame. The J. I. Case are not only Self-Leveling Plows, but they are High-Lift, Self-Leveling.

For further information write



THE HARMER IMPLEMENT CO., Winnipeg, Man.
 Canadian Sales Agents

J. I. CASE PLOW WORKS, Racine, Wis.



SUPERIOR HOOSIER KENTUCKY.

Always have held first place

There is a good reason

They meet every requirement.

Superior Disc Harrows on wheels.

Nothing like them

Work like a charm

Send for Catalogues.

The American Seeding-Machine Co.
 Incorporated

310 Ross Ave.

Winnipeg, Man.

GRAIN DRILLS

GLENGARRY VEHICLES

Are the most up-to-date line made in Canada.

With Auto Seats and Auto Tops will give you the Vehicle supremacy of your locality.

They have the Style, Quality, Finish, Comfort and Elegance that gets and holds customers.

Examine this line in detail in comparison with others.

WRITE FOR CATALOGUE

CANADIAN MOLINE PLOW CO., WINNIPEG.



W. Townsley and Sons.

*Manufacturers & Jobbers of—
Pure Copper Cable Lightning Rods
and Fixtures.*

*Minneapolis,
Minn.*



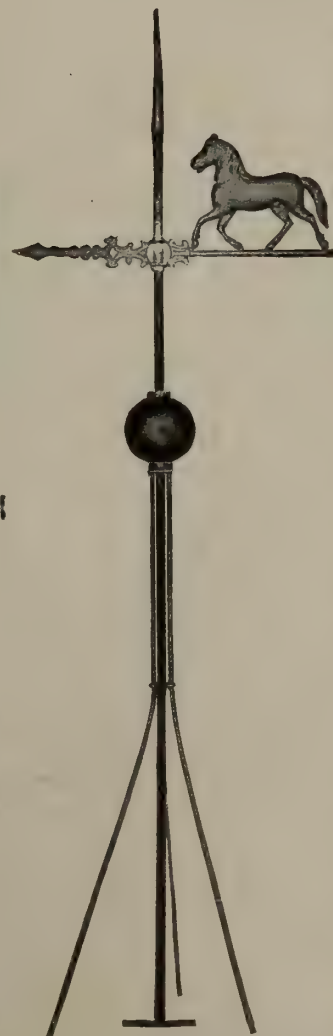
Mr. Dealer:—Are you aware your customers are inquiring for protection against lightning? They Are! The Farmers Mutual Ins. Co's. report ending Dec. 1909 shows that over 75% of their losses were caused by lightning. They endorse THE TOWNSLEY SYSTEM of lightning protection.

If you are a progressive dealer you will grasp this opportunity at once and get exclusive territory before the other fellow has the start of you. Don't wait but write us today for the agency terms. Our salesmen are out contracting with dealers every day.

CANADIAN OFFICE AND FACTORY

199 MAIN STREET

WINNIPEG.



We furnish experienced salesmen with a demonstrating machine to give dealers assistance in selling and erecting

The Townsley System.

Give us a trial order and be convinced it is a good thing.

Why are you in Business? The Townsley System will answer the question.

FROST AND WOOD

TRADE WINNERS

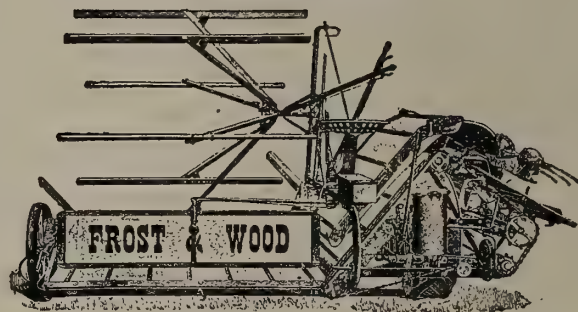
FOR over 70 years—and that's a long time judging by Canadian standards—Frost & Wood Farm Implements have been satisfying the farmers of this country. But we never trade on our age—it is always on the quality of our goods and the splendid workmanship that we put into them that we maintain and increase our sales every year. And we create the business for our Dealers by extensive publicity. We shall be pleased to make a contract with you if our goods are not already handled in your neighborhood.

Frost & Wood Binders

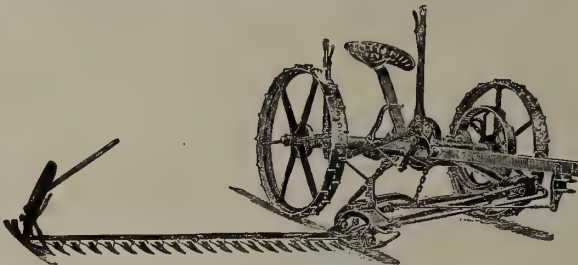
Nothing like Western Canada for testing the strength and durability of any farm implement and our Binders have been making good there upon thousands of farms. Built in 6 ft., 7 ft. and 8 ft. widths, these Binders have force feed elevators capable of handling all kinds of light or heavy grains. They draw light and run easy and the simplicity of their construction is a feature that you will not find in any other make. We have just issued a booklet called "Binder Facts" which we would like to send you free. Write for it today.

Frost & Wood Rakes

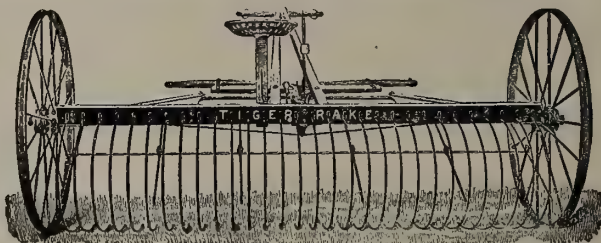
Our Tiger Sulky Rakes are built in three sizes: 8 ft., 9 ft. and 10 ft. The teeth are made of a special quality of spring steel, thoroughly tempered and well able to stand heavy strains. An automatic foot lever operates these teeth and when the Rake is not in use they can be raised up from the ground by our new locking device. Don't fail to look into the merits of our Sulky Rakes; also our Side Delivery Rakes and Hay Loaders.



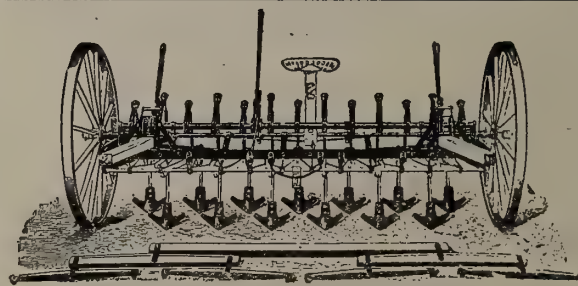
Binder



Giant No. 8 Mower



Tiger Rake



Climax Cultivator

Frost & Wood Mowers

Built to cut from 4½ ft. to 6 ft. No friction or wear, because we use Roller Bearings in all our Mowers. This ensures long life and makes for light draft. There is no lost motion between the Drive Wheel and knife. As soon as you drop the bar and start your team, the knives begin cutting, because the large Gear Wheel folds over and travels in the same direction as the small one on the

Frost & Wood Internal Gear Principle.

Let us explain this point more fully in our Booklet.

Frost & Wood Cultivators.

Admitted by all farmers to be the finest implements in their line in Canada. The "Climax" illustrated at the bottom of this advertisement is furnished regularly with 2 in. and 10 in. points. It is made in two sizes: 8 ft. (13 teeth), 4 horse; and 6 ft. (9 teeth), 3 horse. You will appreciate our Cultivators better by seeing our fine illustrated Catalogue and going into their many advantages carefully. A post card will bring you one of these Catalogues.

Our Sole Agents in Western Canada are

COCKSHUTT

PLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

GET YOUR SHARE OF

The Buggy And Wagon Trade.

If the buggies you sell are made by the Brantford Carriage Co., Limited, you can't exaggerate their quality to your customers. Their vehicles require no recommendation from us. They are already well known in the West. Here are two styles that are becoming very popular. We are sole Agents for Brantford Buggies and Carriages in Western Canada.

No. 209



The body of this particular Buggy is made from choice Whitewood, with matured Ash frames, and steel corners if desired. It is handsomely trimmed with No. 1 leather, has full spring back and cushion. Top is made of finest 26-ounce rubber in 3, 3½ or 4 bows as desired. Body hangs on Elliptic springs, which are the very latest and best springs made in America. The wheels run on steel axles. The best XXX Hickory is used for the shafts, which are trimmed with patent leather, quick shifter and anti-rattler attachment. The body is painted black, gear dark green or carmine, with double handsome stripes, and the finish is unexcelled—nothing to compare with this buggy for service, durability and appearance.

Brantford Buggies

If these Buggies are not represented in your neighborhood, write us about Agency.

No. 303



The construction of this buggy is practically the same as No. 209, but the decorations of the body, seat and top are different. The body is painted in various fancy colors and the seat is more elaborately trimmed and fitted with fancy bellows back from the top of the seat panel to the arm rails. It has a spring cushion, strong nickel rail over seat back, nickel arm rails, fancy lining in the top and nickel knuckles on the joints. We are selling quite a large number of this style in the West and our customers keep sending us excellent reports about it. You will be thoroughly satisfied with either of these buggies—they are both splendid vehicles to invest your money in.

ADAMS WAGONS LEAD IN CANADA

You don't have to tell your customers that Adams Wagons represent the best value in Canada, they have known it for years. The materials are the finest that money can buy and they are substantially put together by experienced wagon builders in the most modern factory in this country. We are the sole agents for these goods in Western Canada and we can assure every dealer that they are splendid trade builders and always ensure a permanent and profitable business.



Adams Wagons

This illustrates the Adams Standard Farm Wagon—very popular for general farm use. Made with Hardwood or Southern Pine Bottoms. All wood parts are soaked in best Linseed Oil.

Bottom is reinforced with seven heavy cross sills. The Grain Box and sides are also well braced. Extra heavy Anti-Spreader Chains run across centre of box. Joints are covered with Steel Grain Strips. Equipped with Adams Patent Cast Truss-Skein. This Wagon is thoroughly substantial and well painted and has a very high finish.

If these Wagons are not already represented in your neighborhood write us about Agency.



This is one of the 1910 Adams Special Wagons. Made with best Hardwood or Southern Pine Bottoms. Also equipped with Adams Patent Skein, the truss extending through skein and tightened on outside by nut on the point of skein, thus giving the axle double carrying capacity without extra weight.

Heavy Steel plates run under the Axles with Truss—making them much stronger. The gears are clipped and there are double braces on both hind and front gears. The box parts are well braced, fit tightly and are well put together.

All Styles of Buggies, Carriages and Wagons.

COCKSHUTT

Brandon

Regina

PLOW COMPANY, LIMITED,

Saskatoon

WINNIPEG

Calgary

Edmonton

THESE PLOWS WILL BRING YOU NEW CUSTOMERS—AND KEEP THEM

QUICK sales, good profits and satisfied customers characterize the business of every Cockshutt Dealer. You could not wish to handle—you cannot get—a better line of farm implements on this whole continent. And we give you more real help—more advertising—more co-operation—than any other firm.

Here are four Plows that will bring you new customers. You should read the many distinctive features they possess because we are advertising them heavily all over Western Canada.

If our goods are not already represented in your neighborhood, write us for particulars of the agency at once.

J. G. C. Plow

Put this plow on tough and rough prairie land and it will break the sod as clean as a whistle. It is equally good for stubble work.

Notice our large land wheel—this ensures easy running.

The axle swivels on a king-bolt; a great advantage in rough land.

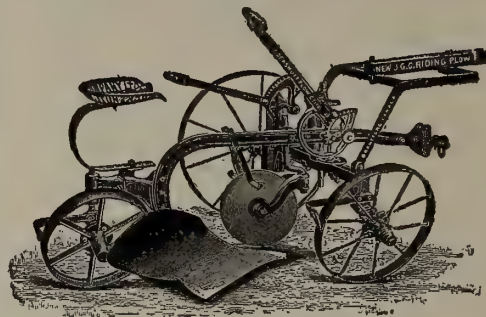
The location of the seat enables the driver to see the turning furrow, resulting in the best work.

The operator's weight is placed to assist the bottom in staying in hard and rough ground.

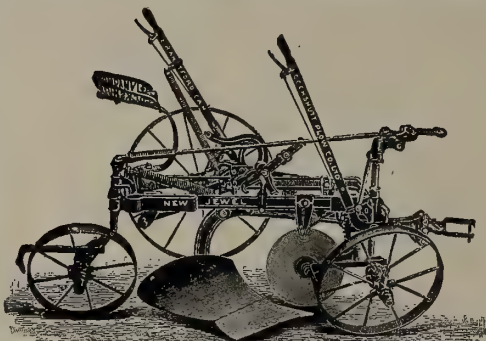
Bottom can be easily raised or lowered to its work by means of our eccentric lifting device.

Can be furnished with 14, 16 or 18 in. stubble bottom, and 14 or 16 in. breaker bottom.

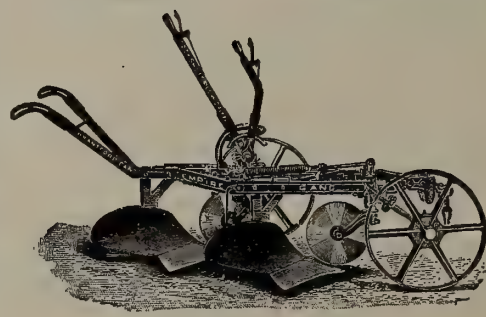
Regulated to cut from 3 to 8 inches deep. Can be furnished with rod breaker boards for breaking in place of ordinary breaker boards; the rod and ordinary breaker boards are interchangeable, so extra rod bottoms are not required.



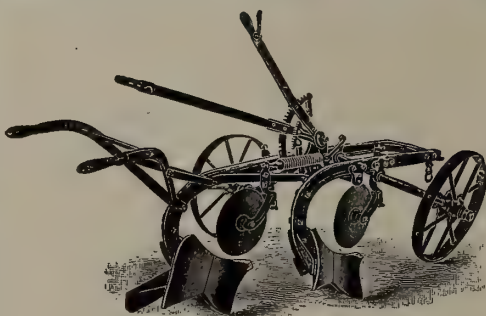
J. G. C. Plow.



New Jewel Sulky.



New Empire Gang.



Empire Chief Gang.

New Empire Gang

This is a light two-furrow plow, yet remarkably strong and durable. The materials are of the very highest quality and the whole plow is a fine piece of workmanship throughout.

It has an extra strong steel frame, heavy axles, and dust proof bearings.

The fine adjustment ratchets will be found a great advantage.

It is also equipped with compound levers and spring lift of new design.

For 1910 all Empire Gangs are fitted with steel and malleable standards, which are unbreakable.

All our Gang and Sulky Plows are furnished with heavy soft centre shares—much heavier than other makes. We can furnish rod breaker boards for breaking in place of ordinary breaker boards, and as these boards are interchangeable, extra rod bottoms are not required.

New Jewel Sulky

This plow is built entirely of steel and malleable iron.

The frame is a model of strength.

The steel wheels have long, removable, dustproof bearings, with large wearing surfaces, insuring long life and small cost for repairs and by using hard oil will require practically no attention.

The plow bottom is set firmly in the ground by touching the foot lever, and once set for work will never vary.

A long controlling rod connects furrow and rear wheels and works automatically. Can be fitted with 14 in. or 16 in. breaker or stubble bottoms.

This plow can also be furnished with interchangeable rod breaker boards for breaking.

Empire Chief Gang

Has heavy, high carbon steel plow beams to stand severest conditions.

Beams are arched high—giving good clearance. The long, powerful levers are pivoted on bearings—not simply bolted.

A helping spring is fitted to the furrow axle to assist the operator.

The handles are strongly attached to rear beam so that the operator may follow the furrow as with a walking plow.

The furrow wheel is staggered, preventing it from climbing the furrow wall.

Mold boards and heavy shares are of best soft centre steel with 12 inch steel bottoms.

COCKSHUTT

PLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. VI., No. 4

WINNIPEG, MAN., APRIL, 1910.

SUBSCRIPTION PRICE IN CANADA } Per Year, \$1.00
Per Copy, 10c.

Canada's Forest Resources.

On more than one occasion there has been something approaching a fuel famine in Western Canada, and in certain isolated districts, far from the large centres of industry, the farming community have been reduced to the necessity of burning their fence posts and even their out-buildings in order to supply fuel for domestic purposes. Therefore the special inquiries into Afforestation and Lumber industries by the Canadian Trade Commissioners is of high interest to dwellers in the prairie provinces, where the principal building material and fuel is wood.

In Great Britain a Royal Commission on this subject made a report in 1909 which was altogether favorable to an extensive scheme of afforestation as a means of increasing employment during periods of depression in the labor market, and eventually producing a revenue for the crown. The conditions of climate and labor, however, are so different in England that the conclusions reached have not a very high interest for Canada although they show that afforestation can be made a productive investment when operated on an economic basis. After the fortieth year, according to the Royal Commission, a forest of a given area under a well regulated system of planting and felling becomes more than self-supporting, and after 80 years gives a net revenue of 3 per cent. on the total cost involved in its creation. In a forest of 1,000 acres worked on an 80 years rotation, 12½ acres bearing trees that had reached their eightieth year would be annually felled, and a similar area planted. It was considered that no principle would be seriously violated if, in place of 12½ acres being planted annually, 25 acres were planted every second year or 50 acres every fourth or even 125 acres every tenth year, no planting being done in intervening years. By this means a greater number of men might be employed during periods of depression or unemployment.

At the gathering of the Conservation Commission

from Jan. 18 to 21, under the chairmanship of Hon. Clifford Sifton, a committee was appointed on forestry and will take immediate action on the question of forest fires. Two great reserves should be created immediately; the first on the east slope of the Rocky Mountains, embracing all forest lands. This reserve is already in process of formation by the Dominion, which will bring in a bill for that purpose shortly. A second reserve is proposed embracing all provincial government lands south of the height of land, and extending from Sudbury to the neighborhood of Port Arthur, except such portions along the railways as are fit for cultivation. The latter territory, apart from its minerals, is largely fit for nothing but growing timber. Prevention of forest fires caused by locomotives is a most important first step, the present situation in this respect leaving much to be desired. A resolution was passed as follows: "That it is important that steps be taken at once by this commission to protect the forests from fire, along the lines of railway, and that in particular legislation be recommended by this commission to bring the Dominion government railways under the fire laws of the several provinces, and that government owned railways should also be liable for damage done by fires originating from their engines, and that the burden of disproof should be on their side; also that legislation be provided for the transportation by all railways of the chief district fire rangers and wardens free of charge when on the lines of railway."

Canada's timber enormous, but under wasteful scientific methods are employed why timber is so scarce.

planter, but long continued and well directed effort show what can be achieved for the good of the state in future times. Thus in Lincolnshire, England, tree planting commenced in 1787; upwards of 24,000,000 trees having been planted to date. At the present time 50 acres are felled annually, yielding a steady revenue. The cleared areas are regularly replanted and thus is followed the advice of one of Sir Walter Scott's characters, who, on his deathbed, said: "Be aye sticking in a tree; it will be growing when ye're sleeping."

The evils of lumbering in Canada were touched upon by the commission, such as the destruction of young growth, the cutting of trees not sufficiently matured, and leaving on the ground of large quantities of inflammable refuse and debris.

Speaking at the annual convention of the Canadian Forestry Association, at Fredericton, N.B., on Feb. 23, Mr. Sifton said the United States now could not supply themselves with wood for more than thirty years. Should it be necessary for them to look to Canada for a further supply, all the merchantable lumber in Canada's forests would be exhausted at the end of seventy years. He felt convinced within the lifetime of the generation the country would be compelled to limit the production of lumber to be a limitation.

We have other countries and we

country generally in nearly all lines, namely, the "Costs of Doing Business."

Something over a year ago an investigation was started to learn the cause of the large number of changes occurring annually in the retailing of implements and vehicles. Merchants in these lines were not only failing in greater numbers than in most other lines, but there were frequent changes in ownership, retirement, etc., ranging from 25 to 40 per cent. of the entire number engaged in business within a short period of twelve months, and this investigation, after diligent inquiry, decided that the underlying cause of it all was the fact that an exceedingly large number of merchants did not know the expense of conducting their business, or if they knew, they did not make a relation of these expenses sufficiently to properly make up the cost.

It was found that in these lines of farm, winter, commercial, freighting, and

his selling price at profitable figures when beginning his business for the year. These rules are exceedingly simple, and can be applied to any system of book-keeping the merchant may employ, or can even be used if he keeps no books.

It has been stated by several secretaries of dealers' associations that a very large number of their members have begun 1910 on the correct basis, and it is believed that by the end of another twelve months the retailing of implements and vehicles will have been placed on a much higher plane and will be a more profitable and satisfactory business to engage in than at any time heretofore.

The intense competition that now exists in some lines, and I believe it is largely true of implements and vehicles, has originated from this lack of cost knowledge on the part of the merchant, who has simply gone on matching prices with his competitor, and, realizing at the same time that he was not making much money, has endeavored to buy at closer or lower figures each time, because he felt it would be impossible to secure higher selling prices. This very practice has, for a time, afforded an opportunity of introducing cheap goods, but even that alternative has its limitations, so that right at this time there is nothing that can save the retail merchant except an investigation of his own business to learn where he stands, and then with this knowledge, he must have the backbone to insist on living prices, which the consumer, the American farmer, who has so greatly prospered, is amply able to pay.

One of the Western associations has started a movement among the traveling salesmen covering the territory of their members, whereby it is expected that a systematic campaign will be made to impress upon every

dealer in that part of the country the prime necessity of knowing the Costs of Doing Business, and where dealers lack business education sufficient to comprehend this fully, the traveling salesman will use his best efforts to set them right. In this way the dealers who are not members of organized associations will be reached, and the whole line toned up.

It may be urged that some dealers, in learning after an investigation of their costs that they were possibly losing money at their present selling prices, might discontinue handling implements and vehicles, and in that way their trade would be lost to the manufacturer or jobber. I will admit that this may occur in some cases, but is it not better that those who are selling at unprofitable prices should learn the facts now, and either put their business on a profitable basis or discontinue it? If they go on without making any change it is inevitable that they will lose not only their own investment but make a loss for their creditors as well, and it will not affect the volume of business at all, for as long as vehicles and implements are a necessity in the conduct of a farm, they will certainly be sold through some agency, and the retail dealer can be this agency if he handles them on business principles and makes money, but if he continues to sell them without sufficient margin or at a loss, he must certainly pass.

Canada's Railways.

Canada has the largest mileage in railways, measured by population, of all the nations. Measured by territory, her mileage is among the smallest. No nation has put forth such effort, cherished such faith and made so many sacrifices for the sake of providing transportation facilities, and the field

for expansion is broad enough to tax the energies and resources of the country for many generations to come.

The financial burden for these enterprises is no light one. The Federal treasury has paid, in direct subventions \$135,549,987 and the various provinces and municipalities together have contributed \$53,414,349. The Dominion and Provincial governments have built and now operate 2,039 miles of line, at a capital cost of \$111,545,903. The eastern section of the G. T. P. is being constructed by the Federal government at an estimated cost of \$125,000,000. The total of these expenditures is \$425,510,239, or about \$60 per head for every man, woman and child in the Dominion. In addition the Dominion and provinces have given 55,116,017 acres of land by way of aid to the railways. The money value of these grants cannot be calculated, but the C. P. R. last year sold 376,046 acres at an average price of \$13.52 per acre. Ten years ago these lands were worth less than \$4 per acre. The alienation of this vast area of land has not involved any loss to the public treasury, for, without railways, the land was of small value.

Canada's mileage was increased by 1,138 miles during the year ending June 30th last. The total at that date was 24,104, about a thousand miles more than that of Great Britain. Comparing populations we find, however, a very great difference. In Great Britain there are 1912 persons to each mile of railway and 19 miles of line for each 100 square miles. Canada has only 296 persons per railway mile and .06 mile for each 100 square miles of territory. The Grand Trunk Pacific is expected to be ready to operate in 1911 from Moncton, New Brunswick, to Edmonton, Alberta. With the completion of the mountain sec-

tion and the Pacific Coast Division of the Canadian Northern Canada will have three transcontinental lines.

The West is filling up rapidly and the majority of settlers are from the United States. This last great area of cheap lands forms an irresistible magnet, and within the next generation or two there is every probability that these fertile plains will be populated by millions. Transportation is a prime necessity for them, and the cost of providing it leaves no room for debate on the score of expediency.

During 1909, 32,683,309 passengers were carried and 66,842,258 tons of freight, showing a decrease of a little over a million in the number of passengers carried but an increase of nearly 4 million in the freight tonnage.

Ready-Made Farms.

The Canadian Pacific Railway Co. proposes to encourage the right sort of immigrants by providing them with ready-made homes. There are large numbers of industrious Englishmen who want to get back to the land and are willing and anxious to farm, but they do not care to undertake the hardships of the first season. The facts about homesteading on small capital, or starting farming operations on wild land at a distance from railroad facilities, are getting to be pretty well known in the old land by reason of the large percentage of homesteaders who fail to accomplish their object—to build up a self-supporting farm. It is admitted that in many cases the fault lies with the would-be farmer, who too often gets discouraged with the lonely life, the slow progress, the struggle of the first few years. On the other hand, it is a question whether some of the "quitters" are altogether to blame. The life is undoubtedly

THE STANDARD by which OTHERS are JUDGED

is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

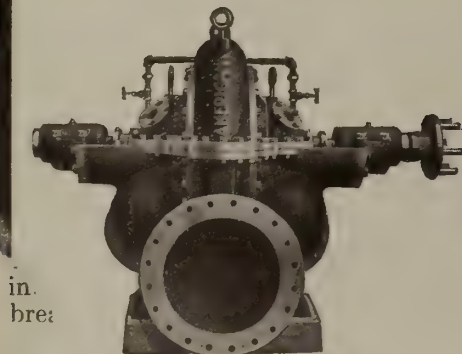
"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type.

Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



in.
bre:



hard for the first year or two, and, what is worse, the land is practically unproductive, or rather non-supporting, until a sufficient area has been brought under crop to yield a cash return. And, as a friend told us the other day "breaking prairie with a team of oxen is mighty slow work, and this homesteading business is a gamble in which the government bet you ten dollars you can't hold down 160 acres for three years."

To overcome these initial difficulties the railway company makes preparations in advance for suitable immigrants; builds houses for them, breaks the land, sows the first crops and secures repayment by instalments spread over a number of years. The president says: "We want to make it possible for a large body of the best kind of emigrants—working country people—to settle on the land in Canada, in place of drifting, as they do now, into the towns, where they are not needed."

"We shall probably settle the families not more than two to the square mile, in order that they can extend their holdings if they do well. The primary aim is not to sell land—for it is easy enough to sell land in the west in large quantities today—but to bring people. We want the right kind of settlers in the west and we want them in large numbers."

This experiment in preparatory home-making would cost in each case about \$4,000, and the settler would be allowed ten years in which to pay off his indebtedness. He would, therefore, pay \$400 a year for his property. It is considered that men of the right stamp who come out with \$500 would be able to get along successfully.

The location chosen is in Alberta and Saskatchewan. In the wheat belt it is proposed to allow an area of 160 acres to each family; in the irrigated lands of Alberta the farms would necessarily be much smaller.

Surely such advantages as those outlined above ought to pave the way to success. There will no longer be any excuse, it would seem, for the man of average intelligence and perseverance who fails to make good as a farmer under such favorable conditions right at the outset. The scheme has the heartiest endorsement of all who know anything of the trials which the settler with limited means has to confront, and the outcome will be awaited with deep interest.

Destroying Competitors.

"That is the new way. With the wonderful advance in industrial pursuits, and the vast accumulations of wealth during the past half century, there have come new methods of business, including vast combinations to

control the articles of commerce.

"To get rid of competition, and thus acquire a monopoly the man, firm or corporation possessed of, or controlling, large capital no longer says to his competitor: 'Let us combine, and thus obtain a monopoly of the business we are engaged in, and by so doing increase our profits by raising prices to the consumer.' No, that would be criminal, and might lead to trouble, and, too, it was a crude way of acquiring the thing sought.

"Now he says to a competitor, if such competitor be weaker than he: 'Get out of my way. Sell me your business'—or, in many cases, without giving his victim a chance to sell the business he has, he sets about destroying it, and by a method as certain as the passing of time, a method that need bring to him not even an immediate financial loss. He puts the price of the commodity handled so low, at the point where the victim is in business, as to make it impossible to meet such price except at a loss, and, to offset what loss he suffers at that point, he raises prices at one or more other points."

Such is the graphic statement of the supreme court of South Dakota, says Farm Implement News, and the court holds that, to meet this new iniquity, the state has the power to pass a law as was done in that state, prohibiting such unfair tactics. The effort to promote and effectuate justice by means of human laws, it declares, has been a continuous fight against human selfishness, especially human avarice and greed, a continual effort to protect the weak against the strong.

Among those things which

human experience and the public conscience early recognized as essential and necessary to the highest welfare of all, continues the court, was the right of free and equal competition in the struggles of life, not the right of freedom to crush one's fellows by force of brute strength or the equal brute force of greater wealth or power, but the right to have brute force, wealth, and power so restrained as to place the weakest, poorest, and lowliest on a free equality, before the law, with the strongest, richest, and most powerful.

A True Friend of Man.

In spite of all that has been said of the passing of the horse there is small fear that he will ever become a rarity. Like the sailing ship of the ocean, he carries the burdens of mankind at a steady pace, and his long record of usefulness is unparalleled by any animal or mechanical contrivance.

In these anti-slavery days he is the uncomplaining slave of humanity, and no human slave ever performed his arduous labors more steadily and faithfully than does the horse. He it is who thrills to the clarion sound of the fire bell, and puts forth his noblest efforts in response to the summons to save life and property. He rushes medical aid to the suffering, and slowly paces on our last journey to the grave. Through the streets he hauls the commerce of the nations, on the country roads he toils to fill the granaries of the world, and over the smooth causeways of our parks he steps daintily with beauty and fashion at his heels.

And what of the reward for such devotion; such martyrdom and unending toil? Are there not

those who repay these lovable qualities with brutal cruelty; inhuman neglect?

He is forced to cover immense distances at heart-breaking speed. He must submit to galling harness, cruel bits, and so fettered is compelled to drag overloaded wagons up steep hills, the cruel whip being his usual stimulus. As a reward for his day of slavery he is often shut up in a miserable shanty, with perchance poor and insufficient food.

Providently, the great majority of men, women and children carry in their hearts a sincere admiration and love for this most noble animal, and those who ill-treat the faithful beast are a minority whose ignorance or callous natures no fine sentiments can impress.

Corrugated Portable Granaries

Fire, Lightning and Storm Proof

Protects the grain—absolutely vermin proof.

Write for particulars.

THE
Metallic Roofing Co., Ltd.,

Manufacturers,

TORONTO and WINNIPEG.

Western Canada Factory,

797 Notre Dame Ave., Winnipeg

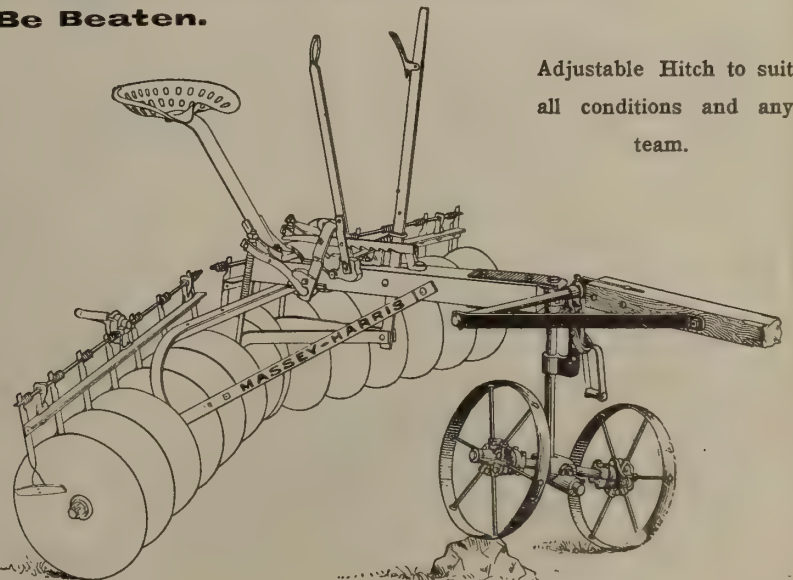
ATTACH

Our New Model Forecarriage

To a Massey-Harris Disc Harrow and

You have a Combination that 'Can't Be Beaten.

EVERY Disc Harrow should be equipped with a Fore-carriage. Not only is better service obtained, but more satisfactory results are had with less trouble on the part of operator and less wear on horses. The MASSEY-HARRIS is the best Forecarriage because all neck weight and side-draught are removed: uneven ground does not affect perfect working: wheels are very strong.



Adjustable Hitch to suit all conditions and any team.

Only Forecarriage attached to Stub Pole by Steel Brackets

COLD STORAGE AND INCREASED COST OF LIVING

The investigation by the District of Columbia Committee of the House of Representatives into cold storage practices and the high prices of food stuffs has brought out some points which should be of interest to Canadian readers.

In his testimony before the investigating committee at Washington, Secretary of Agriculture Wilson said that "speaking broadly" the farmer was not profiting by the great increase in prices—although he was himself getting good prices for his products—unless he was both a farmer and a retailer.

"This cold storage is a great blessing," said the Secretary. "There is no doubt about that. We found that you must take the fruit from the tree without injury and then take away the atmospheric temperature as rapidly as possible. We are now applying that idea to the poultry investigation. Whether poultry can be kept safely four or six months or longer we are not prepared yet to say. Much would depend on the condition of it when it went in. We are investigating that." Even in frozen meats there is a bacterial action; the freezing process does not destroy all germs. Therefore meat, chickens, eggs, and other articles should be in the best possible condition at the time they are put into cold storage.

According to Dr. Wiley, chief chemist of the U. S. Department of Agriculture, the farmer is chiefly to blame for the lack of fresh eggs on the market. Farm eggs are permitted to begin the process of growing stale before they leave the farm.

The farmer should be taught to put his eggs on ice, if necessary,

the doctor thought. He said that almost every farmer could have an ice box in which eggs could be placed as soon as laid, so that they could be reduced to a temperature which would retard the process of decay. With good eggs to begin with, said the doctor, it is possible to keep them from six to nine months in cold storage and have them come out good to eat.

Congressman Coudrey asked whether "it would relieve the situation as to the rise in the price of foods if we were by law to limit the period of time that meat, poultry, butter, eggs, and other food supplies could be kept in storage?"

To this Secretary Wilson replied: "I doubt if it would, for after the fullest inquiry you would limit the time to such period only as that in which the meat would be good when it was taken out, and the packers and all others, merchants who use these refrigerators, must do the same thing."

In addressing the North Dakota and North Western Minnesota Implement Dealers' Association Mr. W. D. Sweet said, in part:

"James J. Hill says the trouble is due, not to the high cost of living, but to the 'cost of high living.' Mr. Taft ascribes the high cost of living in part to the large output of gold from our mines. It is doubtless true that, to some extent, the more plentiful the circulating medium the higher would be the price of commodities. Another thing that has brought about present conditions is the tremendous concentration of wealth in making utilities that are not productive of wealth. The 200,000 automobiles manufactur-

ed during the past year, and the hundreds of thousands more which are to be made this year, means millions of dollars withdrawn from the activities of life. (I have just bought one myself and it means my contribution to the trouble coming because of sunken capital.) Another explanation of 'what's the matter with us' is illustrated in our present day extravagances. Our wives, God bless 'em, are glad we can buy the big feathers we buy for their hats, but every feather means a step nearer the day of reckoning. The time must come, in the not far distant future, when we will have hard times to deal with. We can stand that all right, and can grow fat on bread and butter, but we don't need a panic, with the closing of mills, hungry laborers tramping the streets, and other woes."

Undoubtedly extravagance plays a part in the cause of high prices. So long as people feel that they can afford all the luxuries of life and are willing to pay for them the merchants will exact a price giving a larger profit than would be the case in times of depression. It will be found, on close investigation, that few articles are sold altogether on the basis of actual cost of production; such as labor, interest on capital, cost of raw material, etc. The merchant puts a price on his goods just as high as he thinks the public will pay, rather than as low as will leave him a justifiable profit. The consequence is that, money being "easy" and people prosperous, prices may be steadily advanced without very much notice being attracted or opposition raised, until a point is reached where

there is a sudden awakening, and the public realize that they are paying more than is just and fair. In American cities today thousands of people are wearing the motto "I don't eat meat, do you?" And they announce their intention to stay vegetarians until prices come down. The probabilities are that this line of action will not have any other effect than a temporary reduction in food prices. The public are likely to tire of the game long before the trusts feel the effects of the vegetarian move. A searching government investigation seems to point the way to discover the first causes of high prices, and, after that, legislation may offer a solution of the difficulty.

Farmers Need Help.

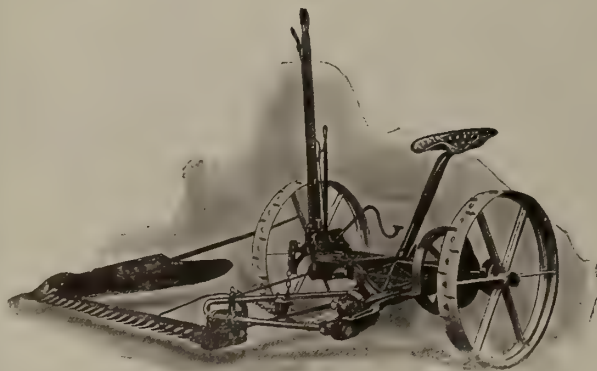
The demand for farm labor in the western provinces is greater than ever before at this season of the year. The inquiries received at the local offices of the department of immigration are little short of those received in other years just previous to harvest time.

J. Bruce Walker, commissioner of immigration at Winnipeg, stated that the situation in the three western provinces was desperate. Men were required in all parts of the country by hundreds. Ten thousand farm laborers would not supply the present demand. The railway companies will require thousands of men for construction work during the year, and it is a problem where to obtain them.

Don't make yourself a mill-horse by going round the same old track all the time.

Sell
NOXON

**Binders,
Mowers,
Rakes,
Harrows and
Cultivators**



**They are money savers
and money makers.**

DEAL DIRECT.

The NOXON CO., Ltd., Ingersoll, Ont.

"IDEAL" Gas and Gasoline Engines

1½ to 50 H.P.

Stationary, Mounted and Traction

We Make and Sell

GALVANIZED STEEL PUMPING WINDMILLS

8, 10, 12, 14, 16 and 20 feet

GALVANIZED STEEL TOWERS

For all purposes

GALVANIZED POWER WINDMILLS

12, 13, 14, 15 and 16 feet

GRAIN GRINDERS

Five Sizes

CONCRETE MIXERS

Two Sizes

IRON PUMPS

Lift and Force

WOOD TANKS

All Styles

BRASS CYLINDERS

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WATER PIPES and FITTINGS

Plain or Galvanized

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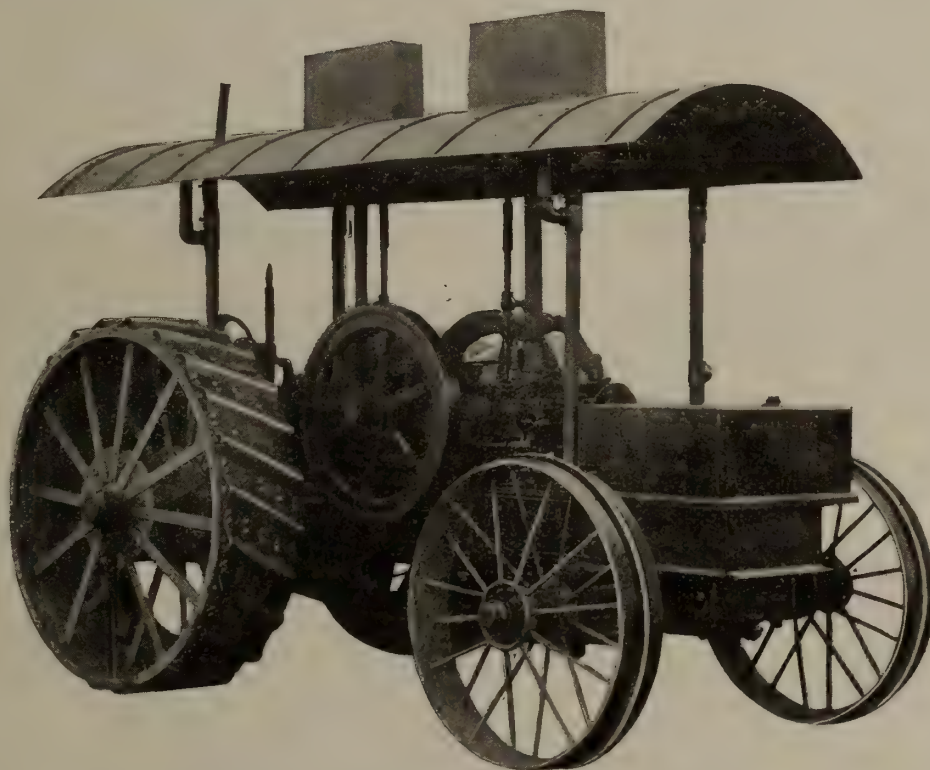
Ideal Vertical Gas or Gasoline Engine
1½ and 2½ h.p.

Ideal Vertical Engines

Small, light, reliable, inexpensive, for Pumps, Cream Separators, Churns, Spraying Outfits or other light machinery. Water cooled, four cycle. Thoroughly tested at factory.

Maple Leaf Grinders

13 inch size has a capacity of a ton an hour. Substantially built. Felt packed bearings insure perfect lubrication. Highly finished, carefully inspected. Designed for threshers, custom grinding, etc.



Ideal Traction Gasoline Engine. Built in two sizes: 28 b.h.p.—20 nominal and 45 b.h.p.—35 nominal. These engines are built on the opposed cylinder type, using a two throw crank.

To the Dealer

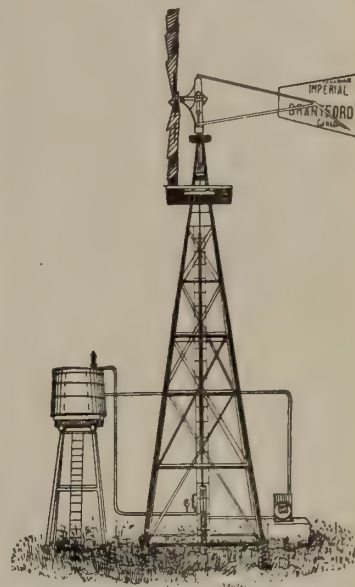
We would say that the demand for our products is so enormous as to satisfy the most critical that the goods are what we claim for them—The Best Sellers in Canada.

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Maple Leaf Grinders
Made with 8, 10, 11, 13 and 15 in. plates



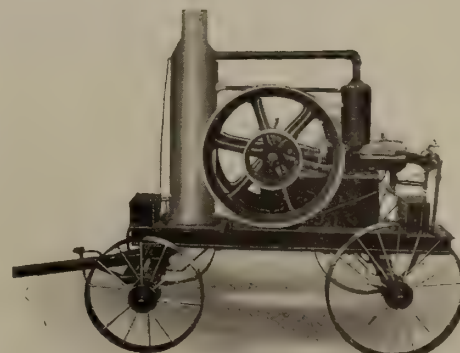
"Imperial" Pumping Mill.
Made in 8, 10 and 12 ft. sizes

Imperial Windmills.

Are prize winners. A Canadian product. Very few parts. Simple in action. Compact and strongly built. No bolts, no crank pin in engine. Only two bearings. Self oiling. Will stand any storm.

Iron Pumps.

For various purposes. High Grade Windmill Pumps, Force Pumps, Syphon Pumps, Household Pumps, Handsome design, Superior quality, accurate workmanship. The very best of material.



Ideal Portable Outfit, 8 h.p.

Dairying—At Home and Abroad.

An interesting object lesson is afforded by the wonderful growth of the dairying industry in Siberia. The district under consideration forms a belt along the line of the Great Siberian Railway, and is in the latitude of Edmonton, Alta. The buttermaking industry of Western Siberia is a direct result of the construction of the railway, and the outlook for the peasant population under new conditions is most hopeful.

The progress made has been remarkable. Previous to 1893 no butter was made in Siberia for export. The first to adopt modern methods was an English woman, married to a Russian dairy farmer at Chernaia, and the initial difficulties encountered were very discouraging. No experienced help could be obtained, the peasants could not realize that cows had to be properly fed or attended to, distances were great and communications non-existent or primitive. The people in general hardly knew the difference between cheese and butter. The first separator was purchased in 1887, and the breed of cattle gradually improved until the herd consisted of 180 head. In 1893 the first dairy to produce butter for export was opened, and with the passing of 17 years buttermaking has become the staple industry of the country.

In 1903 over 2,000 dairies were scattered through Western Siberia, exporting 78,994,720 lbs.

A system of collection by a daily butter train is used, the train picking up ready loaded trucks at about 25 centres on its journey through the district.

Turning now to Canada the inference must at once be apparent. If such developments have been achieved in Siberia, much more than should the resources of the Canadian Northwest be productive of surpassing results. And although the latitude is the same in both cases Edmonton district has the better climate of the two, and while dairying is already carried on in Alberta the amount of dairy produce manufactured is only a small fraction of the whole Canadian output. If any parallel can be drawn, certainly the industrious and prosperous citizens of the Canadian Northwest, under far happier conditions than the Russian peasant, should succeed to a greater extent.

In the Siberian district referred to above the tendency, encouraged by the authorities, is to establish co-operative dairies, which are the property of individual owners or of two or three combined; these correspond in some degree to our creameries. Other dairies are owned by entire village societies who provide the milk from their own cows

and share the proceeds proportionately.

In Canada the creamery is essential to the development of buttermaking as a national industry, although the private dairy will never be altogether displaced. Where the population of a section warrants the support of a creamery it is probable that one will sooner or later be established. There is less labor in sending the cream to the creamery and having it made into butter on the co-operative plan than in making the butter at home, and the returns are generally better, because of the uniformity of the product.

Many isolated farmers, however, prefer to make their own butter and find a private dairy a paying investment if operated in the right way. The butter must be made by modern methods if the greatest profit is to be obtained, and of a quality to ensure a ready sale. There is no reason why the butter made on the farm should not be as good as the creamery article, provided the farmer has the same facilities, and the same methods of separating the cream, churning and working the butter are followed as in the factory. In fact the private dairyman who works along approved lines has advantages the creamery does not possess. He has control not only of the cream, but of the cows,

their feed, the milking, and the separating. He can keep an oversight of the whole process and should turn out a product second to none.

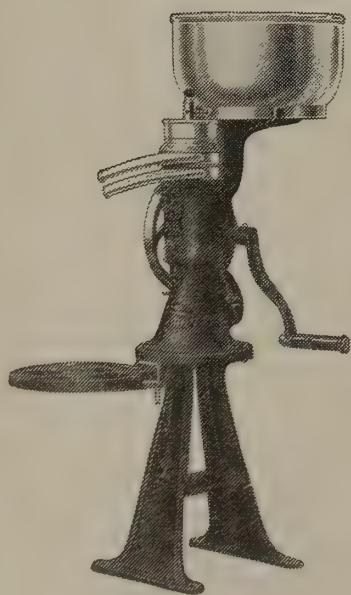
The cream separator is the greatest help the butter-maker has ever had. It enables him to obtain a uniform grade of cream, and to care for the cream in the best possible way. The saving in time and labor is also most important; and the farmer with a few cows who invests in a cream separator will give far more of his attention to the business for the reason that the separator, to be successfully operated, demands a certain amount of care, in order to get best results, and this close supervision becomes a habit and is carried through the whole process. The separator must be made to pay for itself, and this it will not do if the cream is not cared for properly, or if the butter be made and handled in a slovenly way.

As long as the quality of the butter is good there is not likely to be any difficulty about securing a market for it. First class butter commands a high price whether made in a creamery or not and buyers will come to the farm for it when once the reputation for quality is established, or in any large centre such as Winnipeg the dealers in produce will be only too willing to contract for the year's output.

A Little Separator Talk With You.

Last Year over 40 per cent. more Cow Owners bought Machines of

The Empire Line



than ever before in the history of the Company. When you consider that every year of the last twenty years has shown an increase of sales, and that hundreds of thousands are now using the Empire, it looks as if there was certainly something "doing" for the dealer handling these popular machines.

How about you? Are you getting the business in your locality you would like to? Have you a winning leader like the Empire to bring customers into your store? If you are interested let us have a Postal from you saying so.

Just consider what an Empire dealer has to offer. He has the two really good, actually standard methods of separation.

The Frictionless Empire (The Only Cone Machine)

The Empire Disc (The Perfected Disc)

He doesn't have to force one kind on a cow-owner, but on the other hand, the cow-owner can **TAKE HIS CHOICE** of the best of the two standard kinds.



You are not binding yourself to anything when you write us, and yet, a Postal to us may mean a big profit to you.

Empire Cream Separator Company of Canada, Ltd.

Winnipeg, Man.

Toronto, Ont.

Paper Milk Bottles.

Ever since the first awakening of public sentiment upon the question of the purity of the food supply, the problem of pure milk has been the aim of physicians and food experts. Food commissions, government, state and local authorities, dairy-men and the public have all combined in the struggle to secure pure milk, for this is obviously one of the most vital questions with which we may concern ourselves. It is estimated that a large proportion of infant mortality is today due to impure milk. Typhoid, scarlet fever, diphtheria, in fact epidemics innumerable sweep the cities, towns and villages of the continent and are traced to milk.

The fault does not lay entirely, as it was sometimes thought, in the original source of supply. It may not be traced to the herds of tested cattle nor may the blame be laid to any great extent upon the man who delivers the milk to our doors, although the fault lies in their handling of the food of foods. The dairy may in itself be absolutely clean in every respect and still unknowingly be the cause of spreading contagious disease throughout the city. Contagion and disease are spread and will continue to be spread and be traced to milk, just as long as it is delivered in bulk. Each receptacle or bottle

used must be returned and subjected to a hurried and often imperfect washing to be filled again and sent on its mission alive with germs of disease, its contents a veritable culture of contagion. The authorities have not been blind to this great weakness in the chain of effort to secure pure milk. The trouble has been to find a substitute which would be practical and yet so cheap in price as to admit of its being thrown away when once used and thus make it impossible for contagion to spread from family to family through the source of imperfectly cleaned containers.

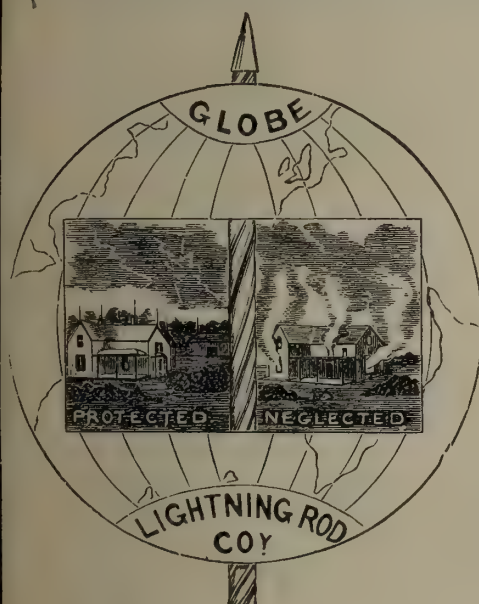
The problem has been to make a paper bottle, a single service package, so cheap that it would not increase the cost of the product nor be worth the cost and trouble of collecting for re-filling. This problem, it is claimed, has been solved at last by an American company. The new package is a marvel of cleanliness and simplicity. The only materials used in the manufacture of the packages are wood fibre paper and pure paraffine—the same kind of paraffine the housewife pours over her jellies to keep out the air, moisture and dirt.

The loss of wealth may be replaced by industry, lost knowledge by study, lost health by medicine or temperance, but lost time is gone forever.

Wanted**LIVE DEALERS**

To Handle Our Copper Covered Steel Centre Lightning Rod.

The Oldest Established Business of this kind in Canada.



Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

Write To-day For Samples and Full Particulars.

Hamilton Brass Mfg. Co.,
(Successors)

Hamilton

Ontario

CREAM SEPARATORS

Why not ask for The De Laval Agency

If you are in the business of selling farm machinery and implements, you can't afford to be without the agency for the BEST cream separator, if possible for you to secure it.

Everybody today appreciates the big money and labor saving features of the farm separator. It is no longer a novelty but a generally used implement wherever milk cows are found. Furthermore, the cream separator is an especially good selling proposition for the reason that it is an all-the-year-round machine. It will earn money and save time and labor for the user every day he has milk to skim and that means every day in the year. Consequently, separators can be sold every day in the year, unlike practically every other farm implement which can be sold only in certain seasons.

Again, the cream separator provides an excellent means of bringing the dealer in closer touch with his customers and their families. The cream separator is of interest to the housewife and everyone about the farm. It is a modern necessity that increases the wealth and promotes the happiness of every cow owner and his entire family.

Therefore, why not ask for the DE LAVAL agency? There are a hundred good and sufficient reasons why you should sell DE LAVAL cream separators. With a reasonable amount of work, profit and satisfaction are sure to come to every DE LAVAL agent.

We want the best dealers and agents everywhere to sell DE LAVAL machines and the best dealers and agents cannot afford to sell any separator but the DE LAVAL. The DE LAVAL agency in any community is a recognized HALL-MARK of prestige and responsibility for the man or concern holding it. Manufacturers and jobbers and their travelers in other lines seek his patronage on that account.

1910 is proving another year of tremendous DE LAVAL success. The active selling season is now at hand and it is time to begin reaping the harvest of sales. There are still many territories not covered or not as well as they should be. Agency applications are cordially invited and will be carefully considered as fast as the DE LAVAL traveling representatives can get to them.

THE DE LAVAL SEPARATOR CO.

Montreal WINNIPEG Vancouver

Calgary.

The International Harvester Co. have at last been able to get into their fine new warehouse and office building which has just been completed on Tenth Avenue. The Calgary building is one of the best owned by the International Harvester Co. in Western Canada, being four storeys and basement, 125 feet frontage on Tenth Ave. and 110 feet on Second Street, West. The first storey is finished in Calgary sandstone, the balance being red pressed brick with stone trimmings.

The Cockshutt Plow Co. have now opened up the Calgary office as an independent branch, necessitating a very largely increased staff and offices. They have just completed their fine new offices on the second floor, which occupy a space of 30 feet across the full width of the building. The offices are beautifully finished, and have every convenience.

The regular monthly meeting of the Alberta Wholesale Implement and Carriage Dealers' Association was held in Calgary on Saturday evening April 2nd.

Mr. A. B. Yager has arrived from Regina to take charge of the credit and collection department of the Alberta Branch of the Cockshutt Plow Co., and intends bringing his family here as soon as he can secure a house. Mr. L. L. Boundy has also arrived from the Winnipeg Branch and will act as cashier for Calgary Branch.

"Phenomenal" does not commence to describe general conditions, nor the implement business in Alberta this year. The weather man was first responsible to a large extent, by bringing on spring conditions a month earlier than usual, with the result that seeding, plowing and discing were almost general throughout the province about the middle of March, and for several weeks

the weather was finer and warmer than is often experienced in May. Notwithstanding the good intentions of all the implement concerns who had been working all fall and winter to have their stock on hand in good time and earlier than in former years, these conditions found them all unprepared, and for the two last weeks of March it is safe to say that not a single firm in the business was able to supply the demands made upon them. Add to this the enormous immigration pouring into Southern and Central Alberta has created a demand for machinery exceeding the expectation of even the most optimistic; and the result is as already suggested—that notwithstanding the trainloads of implements coming in every week not one firm in the business can keep up with the demand.

The demand for plows, including walking, wheel and steam plows is so far in advance of former years as to even now assure a development in this province far and away in excess of any former year; including 1909, which up till now has been considered a record breaker.

The great rush of business and demand for machinery has not been the only excitement in the ranks of the implement companies. At the last session of the Alberta Legislature two bills were introduced, which, if adopted as introduced, would doubtless have been the cause of a very material curtailing of the credit extended by the different companies. Indeed it was thought for a time that the bills would go through and that there would be nothing left but to sell implements for cash only. However, when the members of the Legislature saw the hardships it was bound to work—on the poorer class of farmer at least—the matter was held back with a view of framing an act more satisfactory to all concerned. The fol-

lowing is the text of the bills as introduced, which, however, will now stand over until the house convenes in May—having adjourned until after seeding.

An Act Respecting Charges upon Land Contained in Certain Instruments.

1. From and after the coming into force of this Act every mortgage charge or encumbrance upon land or upon any estate or interest contained therein endorsed upon or annexed to a writing or instrument written or printed or partly written or printed or any part thereof which said writing or instrument is required to be registered in order to preserve the rights of the seller or bailor of goods as against any purchaser or mortgagee of or from the buyer or bailee of such goods in good faith for valuable consideration or against judgments under the ordinance respecting hire receipts and conditional sale of goods or contained in endorsed upon or annexed to a written order contract or agreement for the purchase or delivery of any chattel or chattels shall be null and void to all intents and purposes whatsoever notwithstanding anything contained in the Land Titles Act or in any other Act or Ordinance.

2. No such mortgage charge or encumbrance nor any caveat founded thereon or upon any such writing or instrument shall hereafter be registered or filed under the Land Titles Act and in the event of any such writing or instrument by inadvertence accident or otherwise howsoever being registered or filed in any Land Titles Office contrary to the provisions of this Act such registration or filing shall be ineffective and nugatory to all intents and purposes whatever and may be cancelled by the Supreme Court or a judge thereof upon the petition of any person interested or upon the application of the

registrar of the land registration district wherein the lands affected lie.

An Act Respecting Agreements for the Sale of Chattels

1. In any action arising out of or in connection with an order, contract or agreement for the purchase of or delivery of any chattel no condition covenant agreement or stipulation on the part of the purchaser being collateral to the main purposes of the order contract or agreement shall be valid or binding upon the purchaser notwithstanding anything to the contrary in the order contract or agreement contained unless such condition covenant agreement or stipulation is in the opinion of the court before which the action is tried just and reasonable under all the circumstances.

Earning Power of an Acre.

Canada has to face the problem which even now confronts the United States, namely, that of increasing the yield per acre of her wheat lands. Science has shown that this can be accomplished. What is needed is more general knowledge of scientific methods on the part of the wheat growers followed by actual practice of these teachings. Too much emphasis is placed upon the increase of area under cultivation. What is lost sight of in the mass of imposing totals is the capacity of each acre—its earning power. We revel in the grand total of each year's proceeds, overlooking the significant fact that, although nearly half a million acres is added to the crop area annually, the yield per acre is barely holding its own. Figures showing a stationary yield under such conditions do not indicate an economy or progress of which to be proud.



The Goods that People Want

RAYMOND LINES

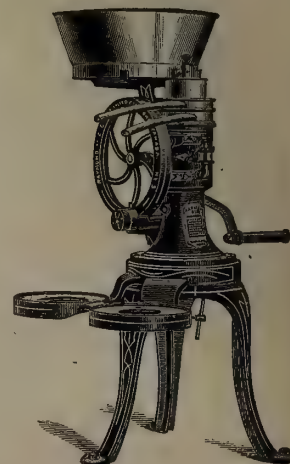
Raymond Sewing Machines

are the oldest, best known, and best liked in Canada to-day. Fifty years the leaders. The demand for the Raymond has never been as large as it is to-day.

There is a reason.

National Cream Separators

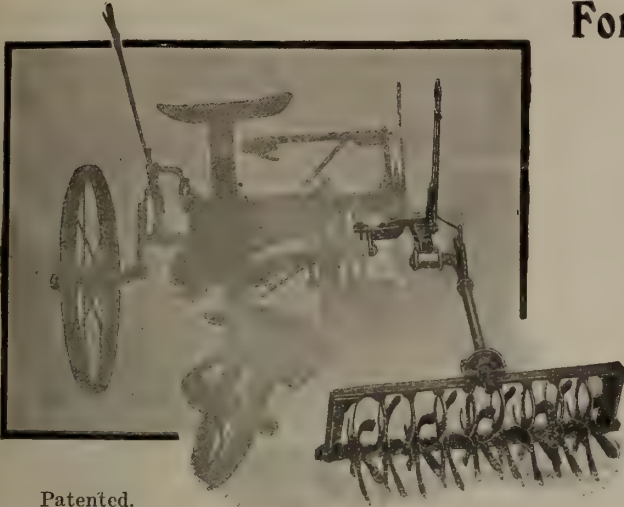
are business getters because they do more than is expected from a cream separator, last longer, run easier and skim cleaner. Easy to sell and when sold you have satisfied customers.



Write for Catalogue and Agents' Terms

Raymond Manufacturing Co., Ltd., of Guelph
312 Donald Street, WINNIPEG

National Rotary Harrows For Plows



Patented.

Best by test

Fully
Guaranteed

Best Seller

Thousands
in Use

Priced
Right

Equipped with combination beam and tension spring, a feature which has proven to be the most vital point as shown by the remarkable sales to date. Each blade is made of 60 carbon steel, ground, polished and tempered and drawn to a sharp cutting edge and shaped to produce a draw cut in penetration of the soil. Lifting lever is positioned to be within easy reach of the operator, whether in the seat or behind the plows.

This labor saving attachment reduces the plowing, dragging and harrowing to a single operation at a time when it should be done. One man and team does the work of three men and three teams and guaranteed to produce a better seed bed.

It is a labor saver and money maker for the farmer.
Representative Dealers wanted in all unoccupied territory.

MANUFACTURED BY

THE NATIONAL HARROW CO., LEROY, ILLS., U.S.A.

GENERAL AGENTS FOR CANADA:

TUDHOPE, ANDERSON & CO., LIMITED

Winnipeg

Calgary

Saskatoon.

Regina

WHEAT CITY Smut Destroyer

The Most Rapid,
Lightest Running
and Most Perfect
Grain Pickler Sold

Capacity:
As fast as two men can
handle the grain.

For use with either Formaline or
Bluestone

Manufactured by

Western Radiators
Limited

Portage la Prairie

Man.



The Harmer Implement Co.
WINNIPEG

The "Pastime" is the Best Washing Machine in the World



And is sold exclusively
through the Retail
Dealers.

NO MAIL ORDERS

Exclusive contracts given and
up-to-date advertising matter
furnished.

Write us to-day if you are
not already in line. Now is
the time to push this class of
business.

3662 Sold in Western Canada in 1909 and no travelling men.
Does this mean anything to you, Mr. Dealer?

Warranty says: We guarantee the Pastime Washing Machine to wash the clothing QUICKER, CLEANER, and to operate easier than any other hand power Washer on the market.

We further guarantee it to be well made and of good material throughout.

This washer just about runs itself. It runs as easy full of clothes as almost any other washer does that is empty. Any child that can reach the handle can run it.

Our new 1910 Catalogue is just issued. If you
are interested in any of the following drop
us a card and get one.

The Ruth Self Feeder
The Hawkeye Self Feeder
Parsons Standard Feeder
Parsons "White Wings" Feeder
Detachable Manure Spreaders
Portable Grain Elevators
Waterloo Gas Engines
Madison-Kipp Oil Pumps
Success Belt Guides
Boss Cylinder Wrenches

Buffalo Hay Press
Automatic Couplers
Success Strainers
Eureka Lifting Jacks
Glare Gas Headlight
Hanten Flue Cutter
Gullick Spark Arrester
Pastime Washing Machines
Sawyer Canvas Belts
"Maytag" Automobile



THE MAYTAG—formerly "The Mason."

We have the exclusive agency for this well-known line of Autos.
Write for Catalogue, prices, etc. Some good country territory
still open.

Parsons Hawkeye Manufacturing Co., Winnipeg

New Department Heads for International Harvester Co.

The appointment of a new division manager to fill the vacancy occasioned by the death of A. E. Mayer resulted in a number of changes in the domestic sales department of the International Harvester Co., R. C. Haskins being promoted to division manager, William Browning to manager of domestic sales, C. H. Laufman to assistant manager of domestic sales, and T. A. Coleman to district manager in charge of the Southwest district.



Mr. R. C. Haskins.

Mr. Haskins became identified with the harvesting machine business in 1873, in which year he entered the service of Warder, Mitchell & Company, which later became Warder, Bushnell & Glessner Company. Ten years later he was appointed district sales manager for that company, and in 1888 he was promoted to general sales manager for the International Harvester Company of America, which position he held until March 1, when he was appointed division manager. In his new position Mr. Haskins will have general charge of the sales, collection and traffic departments of the company.

Mr. William Browning has been in the harness for more than one-third of a century, beginning with the McCormick Harvesting Machine Company at Chillicothe, Mo., in 1876. He has held the position of general agent at Cleveland, O., Pittsburg, Pa., St.

Joseph, Mo., and Kansas City, Mo. In 1903 he was made district manager for the International Harvester Company of America, and was promoted to assistant domestic sales manager in 1907, the position he held at the time he assumed the duties of domestic sales manager.

Mr. Laufman has been engaged in the harvesting machine business since 1879, serving first as general agent in Minnesota with Warder, Mitchell & Company. In 1888 he was transferred to Elgin, Ill. In 1895 he joined the forces of the Deering Harvester Company, becoming division manager in 1901. He was made district manager for the International Harvester Company of America in 1903, having charge of the Northwest territory, which remained in his charge until he was promoted to assistant manager of domestic sales.

Mr. Coleman first engaged in the implement business in 1879. In 1890 he became general agent at Aurora, Ill., for the Minneapolis Threshing Machine Company, and in 1894 he entered the service of the McCormick Harvesting Machine Company as general agent at Madison, Wis., which position he held until advanced to district manager of the Southwest territory, succeeding Mr. Laufman.

Mr. L. E. Viers, formerly general agent at Milwaukee, Wis., has been called to the general offices in Chicago to take charge of the cream separator department. Mr. Viers entered the employ of the Milwaukee Harvester Company in 1890. In 1899 he was appointed general agent at Columbus, Ohio, which position he held until the formation of the International Harvester Company of America, being appointed general agent at Albany, N.Y., and afterwards transferred to Milwaukee.

Mr. C. O. Aspenwall, formerly general agent at Council Bluffs,

Iowa, has been called to the general offices in Chicago and placed in charge of the gasoline engine department, succeeding J. L. Martin, who leaves the selling organization. Mr. Aspenwall has been connected with the implement business since 1888, and has been in the employ of nearly all the larger harvesting machine companies, going to D. M. Osborne & Company from the Deering company and later entering the service of the McCormick Harvesting Machine Company. When the International Harvester Company of America was formed in 1902, he was placed in charge of the Champion Division general agency at Lincoln, Neb., and in 1904 was transferred to Council Bluffs.

Place of the Soil Packer.

At the convention of Agricultural societies held at Regina on Jan. 26. "The place of the soil packer in grain growing" was taken up by A. Frank Mantle, chief of the information bureau of the Saskatchewan government. His paper on this new method in western farming was a valuable one. Mr. Mantle pointed out that on the average 2,000 tons of water falls upon every acre of land in Saskatchewan in the course of twelve months and that the successful farmer will depend to a large degree upon his method of dealing with this 17 inches of precipitation. His chief efforts in farming should be directed to the conservation of that moisture for the crops he may choose to sow. In this work the soil packer has proved an efficient ally and this is its chief service in connection with grain growing. Moisture falling upon the soil may be lost to the purpose of the farmer in three ways. It may be pumped out by weeds, drained away through the sub-soil by percolation, or sucked out by the sun and wind and lost through evap-

oration. The third is the greatest source of loss in Saskatchewan, and it is in the reducing of this loss that the soil packer is of assistance. Three kinds were named: Subsurface packers, surface packers and land rollers. The latter were rapidly falling into disuse, as the two first-named kinds were much superior to it in every way. The subsurface packer is best adapted to use immediately after plowing, whether that plowing is breaking, summer fallow or fall plowing. It sinks deep into the ground and presses the surface soil onto the sub-soil, preventing too much air finding its way down to the root zone, there to dry out the soil and stop nitrification. It also does good work on new 'breaking', pressing the furrows down flat and excluding the air so that the grass and sod may rot more quickly. The surface packer does its best work when following the drill on spring plowing previously well worked down with the harrow, or upon fall plowing.

It aids rapid and even germination and materially assists the plant at the early stages of its growth, by placing large supplies of plant food in close proximity to the young rootlets. The surface packer also helps to prevent drifting in the spring, and makes a firm, even surface for the binder to work on. It does good work, too, when used on fields sown to grass or clover either with or without a nurse crop. The grass seed is small and light and must be sown near the surface, consequently its seedbed is more liable to be dried out, and germination made very uneven. The packer presses the soil particles close around the grass seed, thus moisture is conserved and germination hastened. Mr. Mantle pointed out that the packer will not replace the harrow under any circumstances. The surface packer especially cannot do its best work except upon land that has been harrowed well. Of the two implements the harrow is much the more valuable, being, indeed, indispensable; but the packer is an important item in

The "BT" HAY CARRIER and LITTER CARRIER LINES

ARE WORTH SECURING

Every farmer with a good barn needs a Hay Carrier. The "BT" Line is complete. It includes Sling and Fork Cars to work on Steel, Wood or Rod Tracks or Cables and includes Forks and Slings of every style.

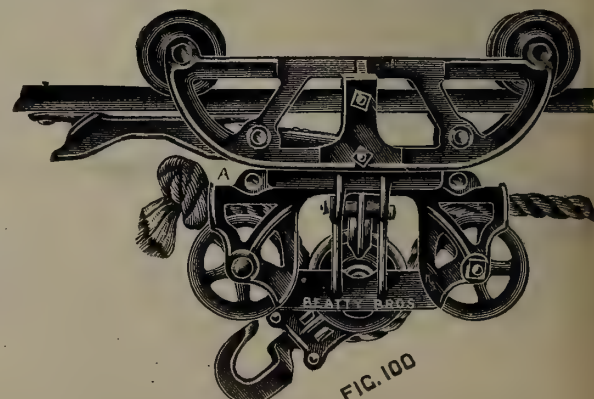
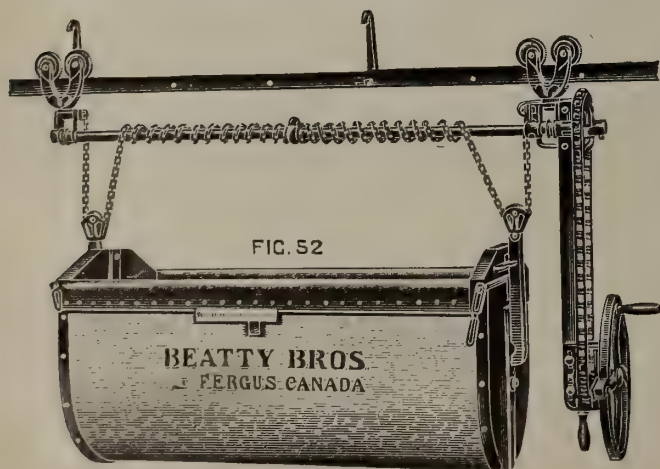
Every farmer with a good stable will be interested in "BT" Litter Carriers.

Every farmer building a new stable will be interested in "BT" Steel Stalls and Stanchions.

"BT" Goods are strongly built and have many features not found in other makes. Our prices will save you money.

Write to-day for our Catalogue and secure exclusive agency.

BEATTY BROS., Fergus, Canada.



the equipment of a grain grower in countries such as Saskatchewan, having a limited rainfall. At Lacombe, in Central Alberta, it was stated the yield of oats on fall plowing had been increased from 62 to 90 bushels an acre by one application of the surface packer after sowing. At the Brandon experimental farm, in a season of abundant moisture, the same practice had increased the yield of oats from 90 to 112 bushels per acre, and of barley from 55 to 68 bushels per acre. These were but individual straws, but they showed the way the wind was blowing. There is not much actual data available upon the subject of packing, but all there was pointed in one direction, namely, to the beneficial results following upon a judicious use of the soil packer.

Cultivation versus Mining.

Canada as a whole is deeply interested in getting the greatest profit out of every acre of land because every dollar the farmer does not save is spent for labor or merchandise, thus putting money into circulation for the benefit of the nation. Most farmers, however, are averse to "new fangled" machinery and slow to take up scientific methods of agriculture unless they can clearly see some bene-

fit financially or otherwise. To them anything in the way of an experiment looks doubtful in spite of what they may read or know of the experience of others. The farmer is conservative in his views, and it is, perhaps as well that he is, for, were he to rush to the other extreme and purchase every new labor saving implement that came on the market he would very soon be in difficulties. The safe course lies between the two alternatives, but, because our population is thinly scattered over a wide area and there is no insistent cry for our produce we do not get from each acre half as much as we should were the pressure of necessity upon us. The fact is that, comparatively speaking, the land yields its bounty too easily to spur us on to more active efforts. Competence is too easily attained, and the result is a certain amount of neglect of the land. In the words of somebody on the other side of the boundary line, we are getting the habit of "mining the land" rather than cultivating it; taking a good deal out but not putting anything back. This improper treatment of Mother Earth is certain to bring its own punishment. Weeds are on the increase owing to the lack of proper cultivation; the soil is gradually losing its fertility in the districts where it is not rejuvenated by barnyard manure,

the ideal fertilizer, and the outlook for the next generation is not bright so long as these careless methods of farming continue.

Mixed farming is one of the remedies to keep the land up to its original value. Cattle, horse, sheep and hog raising, dairying, poultry farming, etc., are not at present very widely practised except in isolated districts, the additional labor required being the chief reason. Farming, like the electric fluid, takes the path of least resistance, and the task of teaching the farmer that grain growing, while the easiest, is not necessarily the safest in the long run—is a difficult one.

A Speculation on the Future.

The Rev. C. E. Manning, in addressing the Empire Club at Toronto, on March 10, drew some startling conclusions as to what might be the result of unlimited foreign immigration. Pointing out the enormous increase in immigration from 1889 to 1909 he thought it possible that eventually Canada would be as thickly populated as Germany. The enormous wealth of this country would attract people from Europe and Asia in such numbers that exclusion acts would be

impossible. If the flocking in of foreigners to the cities of Canada continued they would soon hold the balance of power, as they do in the United States.

It would be useless to try to keep out Orientals, he said, and reminded his audience that within twenty years China would be able to put in the field the largest army and place on the seas the largest navy that the world has ever seen. China and Japan together could organize so great a force that they could "come over before breakfast some morning, sweep over our Provinces and make us all hewers of wood and drawers of water."

He urged that special efforts be made to give Canadian ideals to all in-coming peoples, saying that if Canada is going to be a great nation it must be by force of her moral quality.

New Canadian Wagon Concern.

The Port Arthur Wagon Co. Port Arthur, Ontario, has been incorporated with a capital stock of \$750,000 and a site has been secured at Port Arthur. Operations are to be commenced on the new factories at once and the work of manufacturing pushed to large proportions.

Carriages and Harness

WE take pleasure in advising our customers and dealers in general that we have a large and well assorted stock of both the above Lines at our Winnipeg branch, where all orders and inquiries will receive prompt and careful attention. Send us a sample order and watch the results.

Heney Carriage and Harness Co.,

LIMITED

WINNIPEG

MONTREAL., P.Q.



THE FLOUR CITY TRACTOR



Twice winner of the Gold Medal
at the Winnipeg Contests in 1908 and 1909

The FLOUR CITY is a four-cylinder, four-cycle engine of the most modern design and construction.

Multiple Cylinder Engines admits of light construction. Large diameter drive wheels insure greater tractive power. It is 5,000 pounds lighter than any other tractor of same horse power. It will not pack the ground so hard when working in the field. It will pass over low or sloughy places where others dare not venture.

If you are interested in a general Farm Engine look up the "Flour City." It contains more good points than all other tractors combined.

CATALOG SENT ON APPLICATION



BUILT IN TWO SIZES—30 AND 40 H. P.

KINNARD-HAINES CO.

830 44th AVENUE N.
MINNEAPOLIS, MINN.

The Ontario Wind Engine and Pump Co. Ltd.
WINNIPEG

Dominion Sales Agents

CALGARY

Indiscriminate Credit

The problem of whom to give credit to has troubled more than one retail dealer, says the Winnipeg Commercial. More than that, the giving of indiscriminate credit has put many a dealer in such dire financial straits that he has been unable to extricate himself, and has been forced to the wall through having foolishly trusted those whom he thought could and would pay, but who did not.

How many dealers have said to their creditors: "If I had the amounts that are owed to me I could meet my obligations to you and everyone else"? Thousands have, and until they correct their methods thousands more will say the same. In the eyes of good business men, such a statement looks discreditable to the men who make it.

Five-sixths of the failures of retail merchants are caused by giving credit too freely. It comes, of course, through the very laudable ambition of the trader to increase his business and expand his sales. He takes risks with his goods that he would not take if the customer was asking for money, and instead of increasing the cost to take care of that chance loss, sells to the credit customer at the same prices he does to the one who pays cash.

The free and easy ways of trusting everyone who asks for credit will ruin any man, unless he has a fortune which will bring him a return larger than his sales. Many have discontinued the practice; it is time that all should do the same. Even the best of risks will fail sometimes, and unless the dealer has some means of taking care of these risks other than from sales and prospects of payment, he will be continually pressed for money.

One bad feature of credit is that customers are given to transferring their trade to other stores when asked to pay up. In numerous cases in every small city, it has been noticed that when a bill is overdue the buyer sneaks around the corner with his cash and trades with a competitor rather than go in and settle what is due the man he has been trading with.

Any retail merchant will tell you if you care to ask him, that credit indiscriminately given makes enemies. Men grow angry when asked to pay what they have agreed to, and if they do settle go to competitors with their buying. It would be far better for the dealer if he would offend that buyer by refusing him credit in the first place than to wait until he has to dun the debtor and then have him get mad.

Credit has dragged many a promising young man down to failure with its evil ways.

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited

F. D. BLAKELY, Manager
822-3 UNION BANK BUILDING Telephone Main 518 WINNIPEG, CANADA

SUBSCRIPTIONS

\$1.00 per year in Canada; Foreign \$1.25 per year. Single Copies, Ten Cents

ADVERTISING

RATES MADE KNOWN ON APPLICATION

Change of Advertising Copy should reach this office not later than the
25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE

Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Assn. Entered in Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, APRIL, 1910

Pernicious Legislation.

At the present session of the Alberta House a bill was brought in to amend the lien law and it is probable that this bill, had there been no strife in the house from other causes would have become law. As we understand it the passing of the bill would have made all lien notes in Alberta valueless. This would have not only caused great loss to both wholesale and retail implement dealers but would also have worked untold hardship on the farmers of the province. For, with such a law in force the dealer, jobber and manufacturer would have been forced, in order to safeguard their own interests, to sell only for cash. And as fully 85 per cent. of the implement business in Alberta is done on a credit basis—the vendors taking a lien on the implements sold as security for the payment—and as the large majority of the purchasers can give no other security, it is easy to see that they would be great sufferers, as it is in most cases impossible for them to raise money at short notice and consequently farming operations might be at a standstill for lack of machinery.

However, it would seem that through delays caused by other legislation the members have had an opportunity to look into the bill, and the Calgary Wholesale Implement Association and implement dealers generally throughout the province have brought pressure to bear upon their representatives, which, we understand, has caused the Laws Amendment Committee to drop that portion of the bill dealing with lien notes, so that for the

present session, at least, this drastic measure will not be brought into operation.

The Alberta government should pass a lien-note act similar to that of Ontario and Manitoba. In both of these provinces the lien note law is satisfactory, alike to the vendor and purchaser. Saskatchewan might also follow the example of Manitoba and Ontario in this respect, as her lien note law is unsatisfactory.

Brandon Winter Fair.

Brandon Winter Fair was an unqualified success, notably so in the exhibit of horses. The Clydesdale stallions were pronounced by old horsemen to be the finest ever seen in one ring. In the aged class the standard was very high, and most of them would have captured a first prize anywhere. In the younger horses, size and quality were noticeable; our Clydesdale breeders are evidently aware that substance as well as style is essential to the heavy horse for Western Canada.

The Percherons were objects of much attention, and one importation is said to include the best specimens in the world of this type.

Hackneys were greatly admired, while Shires, Belgians and Standard Breds were of unusual high merit.

The cattle, sheep and swine classes made an attractive display, and in the poultry department many fine birds were to be seen.

In the judging competitions the silver cups for highest grand total went to A. J. McMillan, a

fourth year student at Manitoba Agricultural College.

The increasing popularity of the fair among the farmers of the province clearly shows that the untiring efforts of the management are appreciated. The stabling accommodation was adequate and satisfactory, and if there was a fault to find it lay in the fact that a good many people found it difficult to get a good view of the various classes when the awards were being made. This matter will, we believe, be remedied for future occasions by the management. The consensus of opinion on the show as a whole is that it is one of the best in America.

During the week the annual meetings of the horse, cattle and swine breeders' associations were held, and the routine business transacted. In the annual report of the associations many points of interest were presented, and a resolution of appreciation passed on the work of the Winter Fair Association.

Ebb and Flow.

There is a tide in business matters as there is in great bodies of water. It has not the same regularity, nor can it be predicted with such accuracy, but it exists. We have our prosperous seasons, our bumper crops; in fact, a combination of circumstances will at one time favor industries of all kinds. Imperceptibly the tide begins to fall, as a natural sequence, having reached its zenith. A depression creeps into the business world; investments decrease, speculation subsides and in three or six months trade is in a state of stagnation, we hear of the suffering of the unemployed, panics in the great financial centres and, as a last straw, a war scare to complete the hopeless picture.

Most of us have to take things pretty much as they come, and we have to rely on the general conditions of the present to a great extent in order to plan our actions for the future. But a far greater measure of success is the portion of those who, by careful study of coming events are able to ascertain just the right course of action to pursue. Intuition plays a great part in this valuable quality of foresight, and the shrewd, successful man is he who keeps his finger on the pulse of business and is thus able to foretell what the future is likely to be.

Farm implement dealers, in order to do the largest possible business every year, must study intelligently conditions in their particular section. Some new circumstance is constantly arising which will necessitate a change in policy; an increase in the stock of one line, a decrease in another, the handling of some specialty to suit altered conditions, and so forth.

It does not require any great

skill to foresee some of the events affecting the implement trade. The arrival of a number of well-to-do settlers, each taking up a large area of wild land would easily suggest to the dealer the advisability of having on hand tractors, engine gangs, and other machinery for farming on a large scale. A close watch kept on the growing crops will indicate whether the demand for binders is likely to be greater or less than usual. The increase in the number of those taking up mixed farming, more attention paid to dairying, etc., would point the way for the progressive dealer to keep in touch with the demands for his commodities and "deliver the goods."

"Night Letters" Would be a Boon.

Telegraph companies in the United States have established a "night letter" service which has met with pronounced success. The charge for these special telegrams is the regular day rate for the first ten words, and one-fifth of that rate for each succeeding ten words or less, the message being transmitted at night and delivered the next morning. There is a quite unexpectedly large use being made of this service, both for business purposes and for other than business purposes. Commercial travellers are finding it particularly useful, and travelers of all sorts, as well as people who are not traveling, find it easier to send off forty or fifty words of a "night letter" telegram than to write an ordinary letter. The informal brevity of the former commends itself to them, entirely apart from the fact of its being delivered at its destination the next morning; and an added advantage is that the "night letters" can be filed any time before midnight. They are transmitted during the hours when the wires had previously been idle, or all but idle.

Such a service would be a great convenience in this country, and would be particularly useful to the business houses of Winnipeg and their customers through the West as well as their representatives on the road. When will the telegraph companies on this side of the international line begin to think of establishing a "night letter" service?

The Dealers to Blame.

A concern that makes thousands of vehicles annually runs a house organ, and they recently gave an interesting talk on mail order and catalog house propositions. If people buy by mail, they say, it is because the mail order man is so everlastingly persistent with his advertising and his circular letters. Most every

farm paper they pick up displays the announcements of prodigious, marvelous and unparalleled bargains! Almost every mail brings them cleverly worded circular letters urging them to seize the golden opportunity to buy an \$85 wagon for \$67.27. They have it constantly hammered into them that the mail order house can save them lots of money, and it happens in a good many cases that they part with their money—money that ought to go to the retail dealer.

It must be admitted that the mail order man has built up his business chiefly by selling second quality goods, having the customer's money to work on, no losses through bad accounts, being a better salesman, a larger advertiser and a more energetic pusher. He has worked while the dealer slept, and his printed matter, which is his only salesman, is on duty 24 hours a day. That's how he gets the trade!

The dealer well knows that he can take a man into his store and give him a better bargain—better value for his money—than any catalog house in existence.

But what is the use of the dealer knowing that if he doesn't let other people know it?

Nobody else will tell them about it.

The dealer must do so himself. He must follow the example of the successful man and let people know he can give them genuine bargains, and keep reminding them of the fact again and again.

The number of customers the catalogue house captures in a dealer's territory will depend largely upon what he does to push his own goods. It's up to him!

Nearing the Finish.

The line between Winnipeg and Prince Rupert is rapidly proceeding to completion. Official figures from the Grand Trunk Pacific offices state that 923 miles of steel are now down on the main line west of Winnipeg. This is considerably more than half way. Add to this a hundred miles at the west end of the line, where work is now going on and a total of 1023 miles of track is arrived at. The total distance from Winnipeg to the coast terminus is 1750 miles, thus only a little over 700 miles of road remains to be completed to open the way to Prince Rupert. We, of course, all know that the remaining stretch is the most difficult to build but with this in mind it takes no vivid stretch of imagination to conclude that the line from Winnipeg to the Pacific coast terminal will be in operation by 1912.

Men, like tools, are useless when they lose their temper.

Personals.

Mr. P. G. Hogan is a new implement dealer at Candahar, Sask.

Mr. Wm. McCoig has commenced an implement business at Treherne, Man.

Mr. Draper has bought out the implement business owned by Mr. Dial, at Elgin, Man.

A new implement business is announced at Bridgeford, Sask., carried on by Mr. M. Wade.

Messrs. Wright & Rainville are commencing an implement business at Kendal, Sask.

An implement business has been opened at Wadena, Sask., by Mr. R. C. Arnold.

Mr. C. J. Rollefson has commenced an implement business at Outlook, Sask.

An implement business has been opened at Tisdale, Sask., by Mr. C. J. Lutes.

Mr. Arthur Silcox is successor to the Tugaske Trading Co., implement dealers at Tugaske,

Mr. E. W. Brenner, implement dealer at Weyburn, Sask., is succeeded by Geo. Thomas & Co.

Messrs Young Bros. have started an implement warehouse at Colonsay, Sask.

Mr. C. K. Wilson succeeds Mr. R. M. Simpson, implement dealer at Swan Lake, Man.

Mr. D. I. Beattie is starting in the implement business at Rathwell, Man.

Waldheim, Sask., has a new implement concern run by Messrs. Unger & Youngberg.

Mr. O. G. Anderson, of Elie, Man., has gone out of the implement business.

A hardware and implement business has been started at Halbrite, Sask., by Mr. J. L. Dodds.

The town of Forward, Sask., has a new implement man in the person of Mr. W. J. Robertson.

Mr. R. E. Mickleborough, implement dealer at Regina, Sask., has sold to Mr. W. J. M. Wright.

Messrs. Nobles & Braund have gone into the implement business at Melville, Sask.

At Gerald, Sask., Mr. S. W. Thomson has started up an implement business.

Mr. G. Mehin has commenced an implement business at Neelin, Man.

A new implement business has been started by Messrs. Thompson & Kelland, at Kindersley, Sask.

Messrs. J. and J. A. Tuff have taken over the implement business of Mr. J. Gray, at La Riviere, Man.

Messrs. Jamieson & Donnelly, implement dealers of Melita, Man., have been succeeded by Messrs. Davis & Bower.

Messrs. Pirot & Wagner, implement dealers of Dana, Sask., have dissolved. Mr. P. Wagner continues.

Mr. Geo. Tupling is reported as succeeding to the implement business formerly carried on by

Mr. H. L. Richards at Heward, Sask.

Mr. G. D. Stevens is reported as successor to Bennett & Ennis, implement dealers at Hartney, Man.

Messrs. McCulloch & Smith have commenced business at Scott, Sask., as implement dealers.

Messrs. Cassidy & Foster, selling farm implements at Lipton, Sask., have dissolved, Mr. D. Cassidy continues.

Messrs. Bride & Heivner, implement dealers of Unity, Sask., have opened a branch at Macklin, Sask.

Mr. F. A. Pickwell now carries on the implement business formerly run by Messrs. Ramage & Pickwell, at Wawota, Sask.

At Viscount, Sask., we hear that Messrs. Revie & Robinson are commencing an implement business.

Mr. R. D. Booth is reported as successor to Messrs. Hamilton & Taylor, implement dealers at Austin, Man.

Messrs. Stinson & Runchy Bros., implement dealers at Hamiota, Man., have dissolved. Mr. Geo. Runchy retires.

Mr. R. F. Sang, implement dealer at Miniota, Man., has gone out of business. Mr. C. W. Boyce succeeds.

Messrs. Barton & Lamback have taken over the implement business formerly carried on by Messrs. Barton & Wilson, at Pense, Sask.

Mr. J. R. Steele, implement dealer of La Vallee, Ontario, paid us a friendly visit recently. He reports trade conditions as good, and the outlook for the coming season excellent.

Mr. I. J. Haug, manager of Haug Bros. & Nellermeoe, Winnipeg, has just returned from a visit to the Avery Co.'s factory at Peoria, Ill. His firm handle the latter company's goods in the Canadian West.

Mr. J. E. Pickering is starting business at Maryfield, Sask. He will combine with farm implements the jewelry business, so that a customer can buy a wedding ring and a buggy at the same time.

Mr. Thomas Turnbull, formerly implement dealer at Fairlight, Sask., is opening an implement business at Cromer, Man. He will handle the Cockshutt and Frost & Wood lines in a new building which is now being erected.

Mr. D. Drehmer, assistant manager of the John Deere Plow Co., Winnipeg, is taking a well-earned vacation from the business world. While away Mr. Drehmer will visit Chicago, New York, Atlantic City and Cincinnati, and will be absent four or five weeks.

Mr. H. H. Hurd, for a number of years secretary-treasurer of the Ontario Wind Engine and Pump Co. at their head office in



"ALBERTA SPECIAL" LEAVING HART-PARR WORKS, CHARLES CITY, IOWA, JAN. 25TH, 1910.

An unusual sight. This remarkable photograph shows a consignment worth at destination \$100,000. Freight and duty amounted to over \$20,000.

Toronto, has been transferred to Winnipeg, where he will assist in the management. This change has been rendered necessary by the rapid development of the company's business in the West.

Mr. E. A. Stutter, sec-treas. of the Tudhope Anderson Co., Winnipeg, has just returned from a trip to Regina and Saskatoon. While in Saskatoon Mr. Stutter started the new office force of the company's branch in their duties. The same up-to-date bookkeeping system has been installed as at the head offices of the company.

Our old friend Dave Watson, well known from his long connection with the Massey Harris Co. and later with the Balfour Implement Co., is now located at Summerland, B.C. He gave us a friendly call while in the city recently and impressed us with the idea that he drank from the spring of eternal youth.

An Efficient Automobile.

Mr. Jas. Winram, implement dealer of Pilot Mound, took delivery of a Reo Runabout from Joseph Maw & Co. on Good Friday. Mr. Winram drove the car from Winnipeg to Pilot Mound—a distance of 125 miles, reaching

his destination the following day, the run being made without any mishap or delay. He is a most enthusiastic Reo worker and has sold a number of these cars in his district. The trip was undertaken at such an early season of the year to show people in the vicinity of Pilot Mound what can be accomplished by a Reo car under the most adverse conditions, thus giving them an opportunity to judge what its performance is under propitious conditions.

Motor Cars Come to Stay.

It is but a few years since the farmer and the automobile were strangers to each other. The agriculturist looked upon the motor car as a high-priced luxury beyond his reach and of no practical use—to him, at any rate. The pesky things scared the wits out of his faithful road horse and wanted to monopolize the highway. But times have changed, and the farmer has changed with the times. Recent developments indicate that the vast field of usefulness of the automobile has caused the farmer to look with more favor on this up-to-date conveyance. The experience of the American farmer may be taken as a

forecast of the change of sentiment the Canadian will undergo. Antagonism to the automobile was implanted deep in the heart of the American farmer, but the men who cultivated the great western plains in time came to realize that the motor car was of real benefit to them, and it is in the west now that the greatest use is being made of this new convenience. The Canadian West is following suit, and dealers have found it difficult to fill their orders. The fine harvests of 1909 gave the automobile business a wonderful impetus, and towns with a population of 500 or less purchased six or seven cars. Another good crop year will undoubtedly see the sale of cars in the west doubled.

The uses to which the motor tractor—using the words in a broad sense—can be put, are manifold. The same machine can be used for plowing, harvesting, threshing, hauling grain to market and taking a spin for pleasure.

In Iowa, Missouri, Kansas, and Nebraska," says The Horseless Age, "the automobile is shelling corn, turning cream separators, furnishing power to do the family washing, hauling calves, wheat and produce to market, rounding up herds, dragging dirt-roads, hauling the doctor, taking the farmer to political meetings, agricultural lectures, and the homes of his neighbors."

The sale of automobiles to the Canadian farmer has been estimated at one or two per cent of the total, but the rural population are rapidly changing their attitude and the time is approaching when most of the better-class farmers will own their motor car. The automobile has made the broad stretches of open country, with its pure air and fresh scenery accessible to the town-dweller, and for the country-bred man it will provide the joys of the city and become an invaluable accessory to the work of the farm.

A writer, familiar with farm conditions in Dakota, declares that the car actually costs less to keep than

does a horse, does ten times as much of different classes of work, is always ready for service, and is much less troublesome to care for. A horse ordinarily can not travel in his whole life more than 50,000 miles, whereas an automobile may do that in two years. There are farms in Texas which, in spite of their great fertility, could not be sold at any price before the days of motor cars, but are now in demand and have increased in value, even though they may be thirty or forty miles from a market which, with a car, is regarded as an easy distance. The cost of the upkeep in some cars has been reduced so far that a careful farmer can operate his car without spending for oil and gas as much as it would cost to keep a horse. Repairs ought not to exceed the cost of shoeing a horse and repairing harness. The average farmer has one distinct advantage over most owners who live in towns. He can operate his own car, and he can care for it himself. The farmer is more or less familiar with farm machinery. He therefore is able to save a large part of the expenses involved in repairs such as usually fall to the lot of the unmechanical dweller in a town.

Making "Success" Manure Spreaders.

The Dain Mfg. Co., of Welland, Ont., have now completed arrangements for the manufacture of the "Success" Manure Spreader and are turning out these machines in large numbers. The "Success" was formerly made by the Paris Plow Co., of Paris, Ont.

The John Deere Plow Co. control the sale of the spreader in Western Canada and are now assured that the output will be equal to any demand that may be made upon them.

Better Crops With Half The Work

You can't afford to farm without Planet Jr implements. They are the greatest implements ever invented to prepare the ground for big results and lighten farm and garden labor.

Over two million farmers and gardeners are now using Planet Jrs. Strong and lasting. Fully guaranteed.

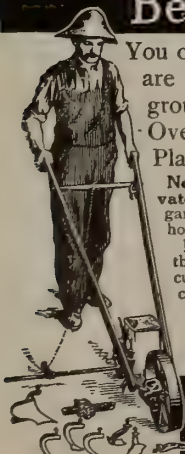
No. 4 Planet Jr Combined Hill and Drill Seeder, Wheel-Hoe, Cultivator and Plow, saves time, labor, seed and money. Almost all useful garden implements in one. Adjustable in a minute to sow all garden seeds, hoe, cultivate, weed, or plow. Pays quickly, even in small gardens.

No. 12 Planet Jr Double-Wheel Hoe, Cultivator, and Plow is the handiest implement ever made for truckers and gardeners. All cultivating parts are of high-carbon steel to keep keen edge. Specially designed to work extremely close to plants without injury. Does away with hand-weeding.

Write today for the illustrated Planet Jr catalogue for 1910. Free and postpaid. S. L. Allen & Co. Box 11082 Philadelphia Pa

Planet Jr

Write for the Name of our Nearest Agency.



Theodore A. Klug.

It is with sorrow that we record the death of Mr. Theodore A. Klug, manager of the Minneapolis branch of the Moline Plow Co. The deceased passed away on March 16 after an illness of eight weeks. He was only forty-two years of age and had been in the service of the Moline Plow Company for twelve years; first as a traveler in the Sioux Falls territory. Later he was made assistant manager of the Sioux Falls branch, then transferred to Denver, and from that city to Minneapolis.

Making Carload Shipments.

The Canadian Potato Machinery Co. have made shipments of two carloads of potato machines consisting of potato cutters, planters, sprayers and diggers. One car was consigned to Tees & Perse at Winnipeg, the other to The Dominion Warehousing Co., Ottawa, Ont., at which point the above mentioned firm do their transferring. The company is now in a position to fill orders promptly from both of the above mentioned points, as well as from the factory.



Manitoba Wood Pumps

are the Standard
in the West.

Heads are twelve months seasoned. Tubing is quarter sawn material in lengths from 4 to 12 ft. Cylinders are Iron Porcelain lined. Buckets are Iron with our new style leather quick closing valve. Leathers are the best oak tanned.

Every Pump is
Guaranteed.

We now have a
large stock ready
for spring delivery.

Write today for full description and 1910 dealers' prices. We also manufacture the Canadian Peters, and the Hayes double acting force pumps and several styles of single acting Iron pumps.

THE MANITOBA
WINDMILL &
PUMP CO.
LTD.

Box 301.

Brandon, Man.

**Beatty Bros. Open Western
Branch at Brandon.**

Beatty Bros., of Fergus, Ont., manufacturers of hay, litter and feed carriers, and barn fixtures of all kinds, have purchased 120 ft. trackage on Pacific Ave., opposite 5th Street, Brandon. They have let a contract for a two-story brick building comprising office, showroom and warehouse. The building will be 100 x 80 ft., and it is expected that it will be ready for occupation by the middle of May. The company will carry here a full stock of their various goods and repair parts. Their travellers, who are now covering the western territory re-

port business beyond their expectations, which augurs well for the future.

The Improved Steam Engine.

All observing people have come to know that the steam engine at its best loses an enormous amount of heat which might be utilized in the production of power. It is pleasing to know that by interposing a certain device between the low-pressure cylinder of an engine and the condenser a plan has been discovered of saving from 25 to 35 per cent. of heat and that this new plan increases the total horse power output of an engine from 70 to

100 per cent. This new device is being used at one of the stations of the New York subway system of railways. The new device is the low pressure turbine and it is declared by experts to be the greatest improvement that has taken place in the steam engine for a hundred years. It is declared that the reciprocating engine working on the higher ranges of pressure and the turbine working on the lower ranges are the complement, the one of the other, and when acting in combination form an ideally economical arrangement.

This new device is winning for useful work an enormous amount of heat which was formerly lost.

Misleading Statements Refuted

Copy of Telegrams:

To Lininger Implement Co.
Omaha, Neb.

To Harper Bros. Co.
Bloomington, Ill.

A Competitor advertising a plow attachment in this territory is maligning the Kramer Rotary Harrow by showing a misleading illustration and stating that the Kramer Attachment clogs in stubble or trash, thereby preventing its proper working. What is your experience?

C. W. Davison

Copy of Replies:

Omaha, Neb., April 2, 1910

C. W. Davison,
35 Furby St., Winnipeg, Man.

We have sold several thousand Kramer plow harrows and have found them entirely satisfactory. Our customers purchase the Kramer in preference to any other attachment on the market on account of the superior blade construction and cleaning qualities in all manner of trash and tough soil conditions. We have been offered the agency for other attachments but would not think of making a change.

Lininger Implement Co.

C. W. Davison,
35 Furby St., Winnipeg.

Bloomington, Ills., April 1, 1910

We have handled Kramer Rotary Harrow attachments for plows three years, and during that period have sold many car loads. No implement gives better satisfaction. Geared lifts, lever adjustments, spring compression, perfect blade construction and splendid nonclogging qualities in stubble trash make the Kramer Harrow an ideal tool for soil pulverizing.

Harper Bros. Co.

Any Further Proof Needed?

IF SO, WE CAN DEMONSTRATE.

THE KRAMER CO., PAXTON, ILL.

SOLE CANADIAN JOBBERS:

JOHN DEERE PLOW CO., LTD.

Winnipeg

Regina

Saskatoon

Calgary

Edmonton

Regina.

The contract for the erection of a new warehouse to be built by the International Harvester Co. has been awarded to McGregor & Black, contractors, of this city. When this building is completed the Regina branch will be the largest of any of the company's branches in the Dominion, the total floor space amounting to about two acres. The new building will be of brick, two stories high with basement, and will be devoted entirely to storage and like purposes, the present building being turned into offices. A thirty horse-power electric elevator will be installed in addition to the twenty horse-power now in use. Loading platforms twenty feet in width and tracks around the whole of the property will provide first-class shipping facilities.

The Brush and Overland Automobile Company will establish a factory in Regina. The cars will be shipped to Regina from the American factories to be reassembled and the bodies will be constructed either at Regina or some other Canadian point. The firm is planning to deal exclusively in cars of moderate cost and claim that when the plant is fully equipped they will be able to undersell the present prices from 20 to 25 per cent. J. H. Haslam has the agency from Fort William to the coast.

The Canadian Pacific Railway Company is calling for tenders for the construction of the Albert Street subway. It is estimated that the amount which the city will have to contribute as its share of the cost will amount to about \$41,000 and the expenditure of this amount has been authorized by a by-law which was voted on March 24th, and passed by a large majority.

Other by-laws which were submitted on the same date included one to approve of the granting of a franchise for a street railway. This also passed by a substantial majority. The main features of the franchise are as

follows: The principals are J. W. DeC. O'Grady, James A. Anderson and John Geddes, all of Winnipeg.

System—Overhead or trolley electric, with voltage of six hundred. Cars—Of latest manufacture, heated and lighted. Service—Six o'clock in the morning until eleven at night. Fares—Five cents for each journey with transfers; special rates for school children and workmen; police, firemen and letter carriers to be carried free; children under five when accompanied by adult free. Tracks—Four feet, eight and one-half inch gauge. Construction—Seven miles to be completed by December 1st, 1910. Seven miles to be in operation by May 1st, 1911. Deposit—\$15,000 as security.

Terms of Franchise—Twenty years, after which the city may take over the system on payment of value to be determined by arbitration. Percentage to city—On gross earnings amounting to \$8,000 per mile, 5 per cent; \$9,000 per mile, 7½ per cent; \$10,000 per mile, 10 per cent; \$12,000 per mile, 12½ per cent; \$15,000 per mile, 15 per cent. Construction—All work to be done under the supervision of city engineer and to be approved by council.

A by-law to grant a block of land to the Methodist College was also passed. Private citizens have already contributed \$115,000 towards the scheme which will involve the eventual outlay of half a million dollars in the city and will provide Regina with an educational establishment in keeping with our aspirations to make our city one of the foremost educational centres in the West.

Including the Albert Street subway, already referred to, the aggregate amount of money involved in the five money by-laws passed on March 24th is \$102,000, distributed as follows:

Market building, \$16,000; waterworks extensions, \$10,000; sewerage, \$10,000; exhibition

grounds improvement, \$25,000; Albert Street subway, \$41,000.

The Sixth Annual Saskatchewan Provincial Winter Fair was held last week at the exhibition buildings. There was a very satisfactory entry all round, showing a fair increase in the cattle class and nearly a hundred per cent. increase in the horse classes. The province did well in defeating the Brandon champion, J. D. McGregor's black grade Polled Angus steer, with a beautiful roan Shorthorn heifer—Isabella, coming three years old, the property of P. M. Bredt & Sons, Edenwald.

There was, as there always is, a splendid exhibit of Clydesdales, and W. H. Bryce, Arcola, won the male championship with his three-year-old colt, Revelanta's Heir, who also took the championship at Brandon. In the female classes Traynor Bros., Condie, won the championship with their grand mare Mayoress.

The attendance at the show was somewhat marred by rain falling on Wednesday afternoon, and there were not as many farmers present as usual.

The grounds before the rain were in grand shape and the show has never been held under such favorable weather conditions. Possibly this very fact had the effect of keeping some of the farmers at home, as conditions were entirely satisfactory for commencing work on the land.

This so far has been a most exceptional spring and for about ten days preceding the rain which fell on March 23rd the weather was more like May than March. On March 22nd the thermometer registered 77° in the shade. Since the 23rd we have had three heavy falls of rain and the weather has been cooler.

The ground is thoroughly soaked now, and in this immediate district there will be no seeding done before April 4th, which, however, is quite early enough to start. The rain will have a most beneficial effect as a few days' warm weather will start all the weeds growing and the

farmers will have an opportunity of getting their land cleaner than ever before. The implement dealers all report business as excellent in every direction. A considerable number of farmers were in town last week attending the show and this brought a fair amount of extra business. From present indications the volume of trade this year will be treble that of last year, and it must be remembered that last year was considerably in excess of all previous records. The chief difficulty at the present time is for the supply to keep pace with the demand, and there is little doubt that this condition will become more acute as the season advances.

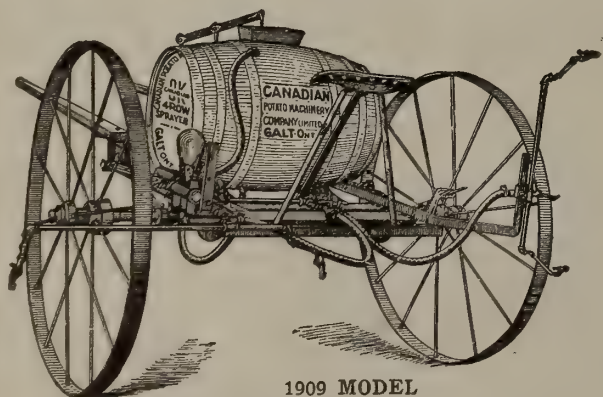
The Annual Meeting of the Wholesale Implement Dealers' Association, which was to have been held on Saturday last, was postponed on account of the Winter Fair, and will be held on Saturday, April 2nd.

Present indications point to a serious labor famine here in the near future. Already contracts for building have been let totalling over two million dollars, and adding to this the amount of work that will be undertaken by the city in municipal improvements, the programme of construction outlined by the various railway companies, including new freight sheds to be built by the Canadian Pacific Railway Company, the street railway subway at Albert Street, and other works, there is no doubt that the programme of building and construction will total over four million dollars. Building contractors estimate that within a month some twenty-five hundred additional men will be required here, of whom about one thousand will be mechanics and the balance laborers. There is also every indication that there will be a shortage of farm help this spring.

Why Horses Should be Clipped.

A horse is a valuable asset and should receive the best care possible. He should be well fed,

O. K. Canadian 4-Row Sprayer



1909 MODEL

Canadian Potato Machinery Co., Ltd., Galt, Ont.

Transfer Warehouse at Winnipeg.

Geared from both wheels, Revolving Axle, Vertical agitator, All Brass, double action Bronze Bell Valves, High Pressure Pump, with triple stopcock. Relief Valve controls the pressure. Can be furnished with Broadcast, Tree and Vineyard Attachments.

Write for prices and Catalogue.

IT PAYS TO ADVERTISE

The Personalized Circular Letter is the most direct and effective method of reaching your trade or prospective customers—and

WE CAN PROVE IT.

We'll deliver to you the un-personalized type-written letters, or will get them out from your lists complete—including mailing.

CANADIAN MULTIPLE LETTER CO.

Union Bank Building, Winnipeg.

comfortably stabled, carefully groomed and clipped in the early spring. In his wild state he was able to look out for himself. The domesticated animal, being worked under conditions that are artificial, must be kept in condition for such work.

Clipping a horse in the early spring is now conceded by all the leading veterinarians to be as essential to his wellbeing as shoeing him or giving him a comfortable bed to lie on. A clipped horse dries out rapidly after a hard day's work, rests comfortably and is refreshed for the work the following day. An unclipped horse is liable to catch the heaves, pneumonia, and all sorts of colds, rheumatism, etc. More especially is this so in the early spring, when his hair is long and he is "soft." If worked hard he will perspire freely and the moisture will be held by his long hair, and the food that should go to nourish him will be used to replenish the heat that is being constantly taken from his body by the mass of cold, wet hair. If clipped, the perspiration will evaporate almost as soon as secreted, and when put in the stable he rests comfortably and his food does him good.

One of the greatest improvements ever introduced into stable management, according to the opinion of leading veterinarians, is the custom of clipping horses, which has now become so common. A clipped horse will not only do a greater amount of work on the same amount of food that a horse with his natural coat will do, but he will also be fresh and full of vigor, while the horse with the heavy coat will be dull, out of condition, and seldom or never dry or clean. Clipping removes the tendency to sweat, and there is no comparison between a long wet coat and a short dry one. When the long coat

is warmed up and the horse is being worked regularly, it is next to impossible to thoroughly dry the coat, and this causes the animal to lose flesh in addition to making him a prey to a multitude of ills. Big companies which require hundreds of horses in carrying on their business have experimented and found that where their horses were clipped, coughs and pneumonia have been practically eliminated. Clip your horses if you want to keep them healthy and in good condition.

The Outlook.

In the columns of our last issue we said something about an early spring being due. We happened to hit the mark, as far as can be seen at time of going to press. In the Winnipeg district we noted March 3 as the opening date of a spell of fine weather which is quite unusual for the time of year, although there are, as usual, old-timers who can remember still earlier seasons. One Manitoba farmer recalled seeding wheat the first week in March a good many years ago. An early spring, apparently, is no guarantee of a bumper crop, but it does give a great impetus to most lines of business, and the implement trade should be no exception. Dealers who ordered their spring goods several months ago have now cause to be thankful, but those who delayed until the last moment find that manufacturers and jobbers cannot immediately execute delivery. To such we would say: look far enough ahead to place orders and specify shipments in time to have the stock in your warehouse when the first demand comes.

Farming in the Canadian West is a recognized success and the American farmer is naturally at-

tracted by the stories of wonderful grain production. Immigration for the current year promises to break all records, and the outlook for business is the best ever.

The homestead entries for January paint a glowing picture of the progress of settlement, and show that the business in that department was just twice as heavy as in the same month last year. This fact of itself should help to convince the doubters that a prosperous season is ahead for those who will hustle and get their share of business. It is worthy of note that practically all Americans who come West to live take the oath of allegiance within a comparatively short time after their arrival; thus evincing their belief that Canada is a good place to live in and hold fast. Fact is they realize that they have rather more opportunities for liberty and happiness here than in their former homes.

Publications Received.

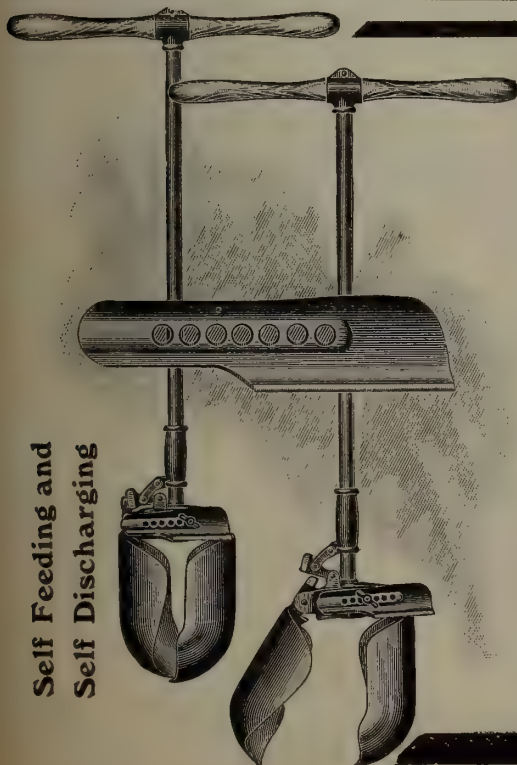
The Ontario Wind Engine and Pump Company, Limited, of Toronto, Winnipeg and Calgary, are sending out their catalogue No. 22. This describes in detail their line of airmotors, grinders, tanks, pumps of various kinds, etc. The book comprises 114 pages every one of which is embellished with illustrations of the firm's products, the parts, etc.

The Empire Cream Separator Company of Canada, Limited, issue an elegant catalogue of forty pages describing the Empire line and emphasizing the many good points of their separator. The full page halftones are beautiful examples of the engraver's art, and the typography and presswork are most tasteful. Ask for one, it will interest you.

A very neat little folder comes from the Standard Earth Auger Company of Chicago. It describes and illustrates a new device for boring holes for fence posts, poles, etc. With this tool several different sizes of poles can be bored as there is an expansion blade which can be adjusted as desired. With the No. 8 auger seven different size holes can be made. Other advantages claimed are that it will enter hard earth and hold fine sand, that it is easy to discharge contents and will do the work in half the time with less effort.

Remember that it will be impossible to accumulate much reserve power if we dissipate our strength upon many objects, instead of using it with economy and directing it to one grand end.

The most important lesson a man ever learns is to economize his time, for it is his estate and wrongly used it is squandered.



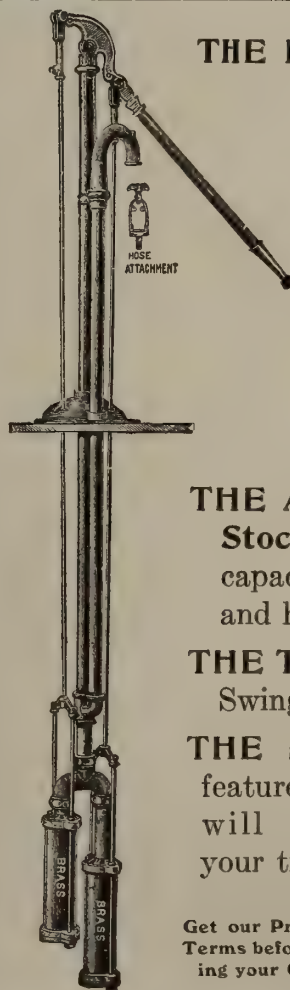
THE STANDARD

is the only Expansion Earth Auger on the market.

NINE different sized holes can be made with ONE Standard Earth Auger. You can make ONLY ONE sized hole with one auger of any other make. Efficiency considered, costs less than any auger made. It won't cost you a cent to prove it. Our guarantee is behind our goods. Write for Price List and Catalogue 10.

Made only by
**STANDARD EARTH
AUGER CO.**

1128-1134 Newport Ave.
CHICAGO, ILL. U.S.A.



THE Light Running Canadian Air-Motor.

THE Toronto Line of Wood, Iron and Galvanized Gusher Pumps.

THE Aylmer Line of double and single acting Pumps

THE Aylmer Standard Scales are the Standard of Excellence. Made in all sizes and styles.

THE Aylmer Farmers' Wagon and Stock Scale with the 3-point bearing, capacity 2,000 lbs., is the most popular and handy scale on the Farm.

THE Toronto Line of Grinders, Saws, Swings, Tanks, Troughs have

THE special features that will please your trade.

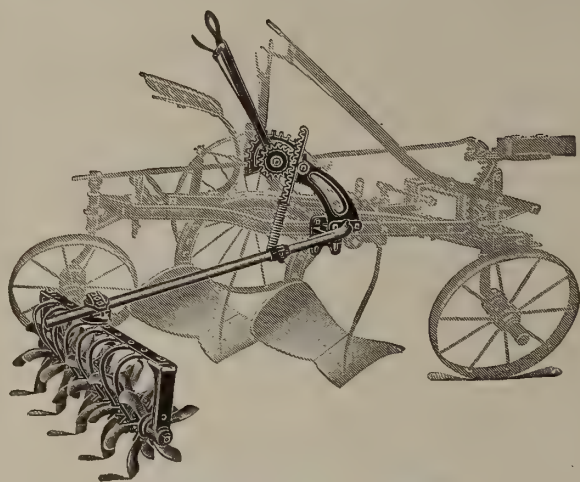
Get our Prices and Terms before placing your Orders



Ontario Wind Engine & Pump Co. Ltd.

WINNIPEG

CALGARY



MATCHLESS 1910 MODEL

Tie up to the Original For Bigger Sales and Profits

The Kramer Rotary Harrow Attachment was the first implement of its kind to be placed upon the market—it is the first and best of its kind to-day—years ahead of its imitators. There are imitations to be sure. What really good thing is not imitated? But who ever heard of an imitation being as good as the ORIGINAL?

Some of the imitators have adopted one feature of the Kramer—some another, but each is demonstrating the superiority of the original, or the Kramer, by basing their claim for your consideration on the adopted Kramer feature. These good features will be found in one machine—The

Kramer Rotary Harrow Attachment

Your success depends upon satisfying your customers, and no other Attachment will please the farmer as well as The Kramer.

Do not be Deceived by Imitations

or by statements made that the imitations are free of infringement, and covered with patents.

In the first place it is immaterial how many patents these imitators may obtain on changes in the details, since the issuing of such patents does not avoid infringement of allowed broad and basic claims on the essential practical features of our Harrow Attachments, and the features equivalent to those of our implement.

Before purchasing imitations of the ORIGINAL Kramer Attachment, it may be well for the jobber and dealer to investigate the financial ability of the manufacturer to "make good" in the event that an injunction issues from the United States Courts, restraining the manufacturing, selling and using of plow attachments which will infringe Kramer structures immediately upon the issuing of allowed patents.

There is a big demand for The Kramer—Place order now—To-day, and secure the entire attachment trade in your community.



Note the Difference.

The Kramer Company, Paxton, Ill.

SOLE CANADIAN JOBBERS:

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON

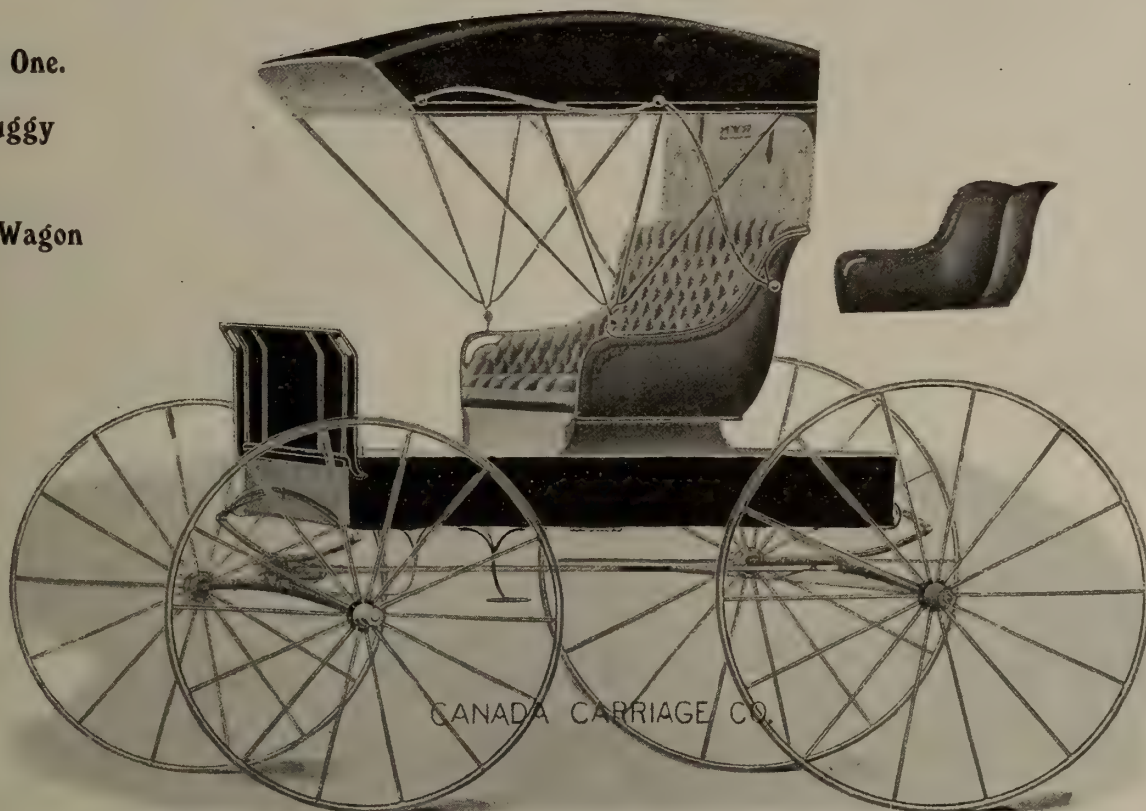
BROCKVILLE VEHICLES

"CANADA'S STANDARD"

THE WROUGHT IRON LINE

The kind that Sell, Build up your Trade, and Make you Money.

Two in One.
Top Buggy
or
Driving Wagon



Two in One.
Top Buggy
or
Driving Wagon

No. 552 "BROCKVILLE AUTO SEAT"

Just what you are looking for. Just what your trade wants.
Something special! Something new! Something different for 1910!

More Special Features
More Talking Points
More Satisfaction

Don't fail to see Supplement A to our Large Vehicle Catalogue, No. 36, for Special Features found only on Brockville Vehicles,—“Canada's Standard.”

A Deere Agency gives you control of the Best Line of Vehicles ever built in Canada.

JOHN DEERE PLOW CO. LTD.

Winnipeg

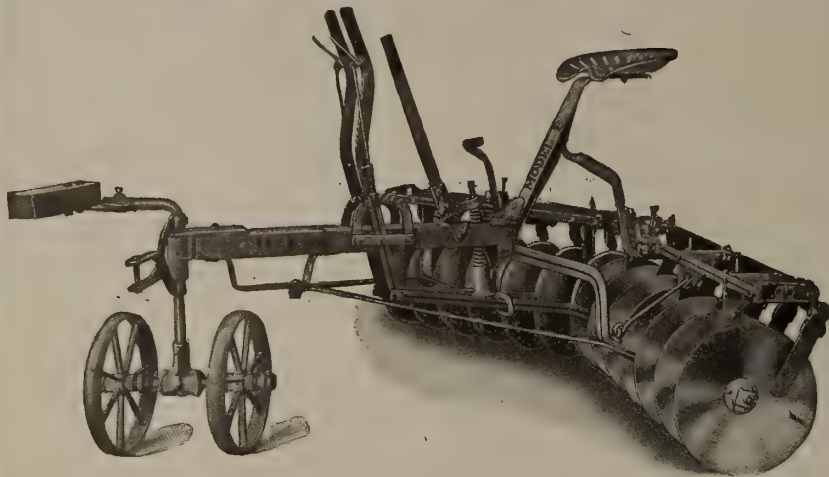
REGINA

SASKATOON

CALGARY

EDMONTON

DEERE DISC HARROW



Model B. Disc Harrow with Tongue Truck

The only really flexible disc harrow built. Spring pressure feature holds gangs to their work.

Bearings are hard maple (soaked in oil).

Steel shanks or standards are strong and give more clearance.

Oscillating scraper (adjustable), will scrape where most needed.

Each gang is equipped with a large bumper in centre, taking end thrust.

Tongue Truck.

Tongue truck is made universal to fit all makes of Deere Disc Harrows. The only truck made with set-over pole for 3-horse hitch.

CYCLONE DISC



587

Cyclone Wheel Disc Harrow

EASY to move from one field to the other. No danger of dulling disc on hard road. Can be backed or turned anywhere. Each disc is independent and equipped with a pressure spring, the same as a grain drill.

More or less pressure can be applied at the will of the operator. For discing stubble fields, summer fallowing, or plowed land it has no equal.

Can also be used as a weeder or cultivator, being so constructed that the discs can be set at any depth desired; the space between discs being thoroughly worked and much lighter draft than a cultivator.

THE FLEURY PULVERIZER

Pulverizes and Packs the Soil

How a Pulverizer Helps

A good seed bed is composed of a fine mellow soil well packed to insure capillary connection with the subsoil.

Such a seed bed will produce better crops than a lumpy one of the same chemical composition.

This is why a good pulverizer should be a part of your equipment. Other things being equal it insures better crops.

It is often necessary to plow land when it will break up into large chunks or clods. In such a case, a pulverizer is indispensable for fining the soil.

The fact is, almost any soil is benefited by being pulverized and packed after plowing, regardless of its condition.

Light, loose soils are kept from drifting by being treated in this way.

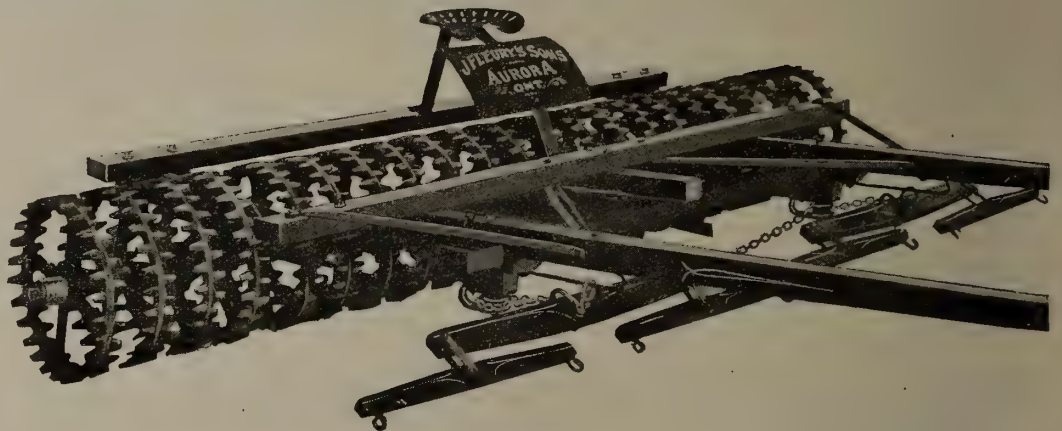
The Fleury does the Business

In the first place it is sufficiently heavy for its work, there is no necessity for weighting.

The sections are so constructed that they pulverize all lumps and pack the soil so it is in good seed bed condition. At the same time, it helps to produce a surface mulch which holds moisture.

It does the work of both a pulverizer and a land roller.

Also, this pulverizer is sufficiently flexible to accommodate itself to rolling land.



Besides this, it is very durable. It has bushings that take the wear instead of the wheels.

The ends of the wheel hubs are chilled which reduces the end wear on the wheels.

These are a few of the excellent features of the Fleury Pulverizers. Ask us for further information.

Fleury Pulverizers are made in the following sizes:

- | | |
|--|--------------------|
| 16-section, 1-pole | 22-section, 1-pole |
| 22-section, 2-pole | 24-section, 2-pole |
| 22-section, 2-pole, pulley hitch, with doubletrees | |
| 24-section, 2-pole, pulley hitch, with doubletrees | |

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON

JOHN DEERE ENGINE GANGS



4, 6, 8, 10, 12, and 14 Bottoms

BIG PLOWS FOR A BIG COUNTRY

Canada is a country of big farms, big possibilities and big profits—if you are a big dealer.

A general couldn't fight much of a battle with one soldier, and a dealer can't make much money selling a one-furrow plow.

Get the Right Gang

Bottoms in pairs give great strength and make the plows run steady. The beams can be braced and each plow steadies the other. You notice these features on a two-bottom horse gang—you can't beat that construction.

Don't Clog

Curved frames give great clearance, and the JOHN DEERE Engine Gang will go through straw, trash, weeds and scrub where other gangs clog and cause trouble.

Screw Clevis

In addition to the regular clevis adjustment, each beam is fitted with a screw clevis when attached to the frame. A man can stand on the platform and adjust any one plow with a wrench while the engine and gang are working. This saves time and is a most important feature.

Works With Coulters

Rolling Coulters can be used on the JOHN DEERE Engine Gang just the same as on a sulky plow.

Level Platform

The platform is roomy, free from obstructions and so arranged that the levers are all within reach.

Standard Sizes

4 or 6 Plows on One Frame
6 or 8 Plows on One Frame
10 or 12 Plows on One Frame

Extension can be furnished for the 12-bottom frame allowing two more plows to be used, making 14.

Illustrated Booklet

Write us to-day for Booklet showing JOHN DEERE Gangs being used with all kinds of steam, oil and gasoline tractors. Don't fail to get this book and learn all about engine plowing. The Deere contract gives you control of the Engine Gang trade of your district. A post card will bring the book.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON

Brandon.

A new industry in the shape of a dye works has been opened up on 319 Tenth Street, called the Imperial Dye Works. Mr. D. C. Argall, who has had a very wide experience in the work, is well qualified for the position of manager. The new firm have installed the most up-to-date machinery, and are prepared to guarantee to their patrons the very best of satisfaction.

About thirty representative retail merchants of Manitoba met in the city recently for the purpose of forming a Retail Merchants' Buying Association. It was evident from what was said at the meeting that the retail merchants have a grievance against manufacturers and jobbers for the partiality shown to the large mail order houses in the matter of prices, and in order to put themselves on a fair competitive footing they have decided to organize for the purpose of buying at more advantageous rates and thus be able to combat the catalogue houses in their country trade.

Extensive improvements have been made to the interior of the Kelly Hardware Co.'s store, which will give them more accommodation and make the store more convenient and up-to-date in every respect.

Brandon is to become the western distributing headquarters for another eastern concern. Arrangements have been completed by the Royal Range Co., of Toronto, for the establishment of a western branch in this city, and they have secured temporary premises in the Atwell Block on 11th Street.

The B. F. Nelson Manufacturing Co., of Minneapolis, makers of roofing and building paper, have decided to establish their western headquarters here as the best point to distribute their factory product over Western Canada. The establishing in Brandon of a distributing house by this firm is regarded as the first step toward erecting and installing a plant here, which would be a great boon to the city.

Mr. Geo. T. Bishop, of Cleveland, a very prominent director of the International Heating and Lighting Co., which company has installed a plant in this city, has been interested in the development connected with the Brandon Gas and Power Co.'s plant and is more than pleased with the unexpectedly large volume of business now being done by the company. Mr. C. S. Eaton, the secretary of the International Heating and Lighting Co., is here to meet Mr. Bishop and they leave for Regina, Edmonton and Saskatoon, where they are planning to instal plants similar to the Brandon one.

A party of great Northern

officials from St. Paul have been visiting our city, consisting of Judge Gillman, assistant to President Hill; W. W. Broughton, general traffic manager; G. J. Ryan, general industrial agent; J. H. Griffin, general freight agent; and James Fisher, solicitor for the company. While in the city the visitors took advantage of the opportunity to visit the principal places of interest, as well as inspecting the great Northern yards and offices. The company is desirous of building a spur track into the site of the International Harvester Co.'s proposed transfer warehouse on Pacific Ave. and 18th Street, and have asked permission from the city council for same.

Beatty & Son, of Fergus, Ont., have decided to build a large warehouse to handle their western business. Mr. George Beatty and N. J. Beatty are in Brandon concluding arrangements for the establishment of a branch house to distribute the line of agricultural implements which they manufacture. They have secured a site 60 x 80 ft. on the south side of the C. P. R. between 5th and 6th Streets, and work will commence as soon as possible. The company will also have their offices in the same building.

Mr. John T. Hall, of Medicine Hat, has been appointed Publicity Commissioner for our city. Mr. Hall comes with very high recommendations and in accepting the position feels that he can easily bring Brandon to the very front.

Messrs. Robinson and Bell, of Brandon, have purchased the brick plant of Hy. Sampson, and are arranging for the installation of new, up-to-date machinery, which will enable them to turn out a quality of brick equal to any in the province.

The C. P. R. announces that they intend to put on a daily service between Lenore, Minn., Minnedosa and Brandon. They will use a steam motor car equipment which consists of an engine, baggage car and coach combined. This will be the first motor train to be used in the West.

The Great Northern Railway have decided to build a spur track along the lane between Pacific and Rosser Avenues as far east as 11th or 10th Streets.

Mr. E. L. Barnes, representative of the American District Steam Co., of Lockport, N.Y., is in the city to confer with the city council. This company manufactures public steam heating plants and has installed plants in several of the eastern cities.

Mr. J. W. Sangster, editor of the Canadian Farm, Toronto, was in the city attending the Winter Fair, which he thinks is a splendid success. He is also secretary to the Horse Breeders' Association.

The Winter Fair was held this month and proved a still greater

success than last year. Any persons who have attended the Provincial Winter Fair for the last two years cannot fail to observe the enormous strides which this big western gathering of farmers is making. The remarkable hold it has taken of the people of the West can be proved in no better manner than to watch the immense crowds that thronged every section of the show. Each and every section was a show of itself and the class of stock and poultry on exhibition was second to none in the Dominion. The following statistics of the show in round numbers will give an idea of what this great show means.

Value of entries, \$619,000; number of entries, 5,972; value of cash prizes, \$39,000; number of prizes, 4,052; total attendance, 1909, 15,000; total attendance for 1910, 25,000; estimated amount spent in Brandon by visitors, \$20,000.

Mr. Chas Fraser, secretary of the Winter Fair, has resigned and is to leave shortly for a trip to Scotland. His position has not yet been filled, but it is generally expected that it will be offered to Mr. I. W. Smale, manager of the Summer Fair.

Mr. Y. W. Singleton, of Winnipeg, traveller for Clare & Brockest, has taken over the management of the Brandon Heating and Plumbing Works, Mr. John Story having sold out his interest in the business and gone to Vancouver.

The Miner Rubber Co., of Grimsby, Que., will open up a warehouse here in which supplies will be carried to take care of their large western trade. Messrs. Dowling and Creelman will take charge and attend to the distributing of these goods.

Clement Bros. have commenced operations on their five-story block on the corner of Ninth and Rosser Ave., which they expect to have read for occupation before the snow flies.

The following implement dealers were seen at the Winter Fair: S. H. Greenwood, Fleming; D. S. Carnahan, Virden; H. McIntosh and H. Lockhart, Rapid City; Mr. Stewart, of Oak Lake; W. J. Gibson, Napinka; Sanford Kelly, of Souris.

The spring has come in very early and many of the farmers were on the land getting it ready for the seeding, but up to date only a few have put in a small acreage, the general feeling being that if grain is put in by the 5th or 10th it will be quite early enough. The demand for seeding machinery and plows is greater than the supply, but the present broken weather will help dealers to get stock forwarded in good time to fill all orders.

Occasionally a man gets in "on the ground floor" only to discover that the elevator isn't running.

An Example Worth Following.

Mr. L. N. Burns, in addressing a meeting of the Southern Illinois Retail Implement and Vehicle Dealers' Association, at East St. Louis, gave some excellent illustrations of what can be done by the exercise of a little brain power and hustle. We commend the following little story to all dealers who find things are not coming their way:

"I witnessed an experiment some years ago that I think is worth reciting. A young man who had been in the retail business in Missouri happened to lose out and become a clerk in a wholesale establishment, and their methods of securing business were very interesting to him. One day he concluded that if he could go back into the retail business and apply the methods of the wholesale people he could make a fortune. In a short time the opportunity presented itself, and he promptly gave up his position and went to a little country town in Illinois to manage a retail store at a much smaller salary that he had been drawing in St. Louis, but with a percentage of the profits and with absolute control of the business. He had a scheme in his brain and he was determined to work it out to his own satisfaction, and he began at once. He remodeled that store and instead of it looked like a junk pile with dirty dishes in the front window, decayed fruit on the sidewalk, stale lard and butter in the rear end, three-legged chairs and soap boxes around the stove, he quickly gave it the appearance of a prosperous, up-to-date store. Everything around the place was cleaned out; shelves, windows, floors and even the basement. His stock was re-arranged and made to appear attractive. The window displays were changed frequently. The soap boxes and chairs were taken out; he wanted no loafers. He was there to do business, but every man, woman and child that came in received a hearty welcome. Every man who came to pay his bill received a cigar with the compliments of the manager. Things around the establishment began to take on new life.

"The business had five stockholders, with an investment of \$1,500 each, making a total of \$7,500. It had never paid a dividend. He determined that it should. He never allowed an opportunity to pass for improving the appearance of his store. His clerks were instructed fully regarding their duties. Customers were waited on promptly and he devoted his time to running the business, smoothing out any friction that might occur, buying goods, collecting and advertising.

"His policy with the wholesale houses who supplied him was to do business on fair and square

principles; paying his bills promptly, never fudging on time or discounts. In this way he enlisted the sympathy and co-operation of every house who sold him, and he consequently got the best to be had, both in the way of goods and prices. He was always prepared with special attractions for special events. For example, he had a special line of goods for the holidays, for the threshing season, the corn shelling season, the harvest season, etc. These specialties were elaborated upon in attractive circulars that went out at the proper time to everybody on his mailing list, which was carefully compiled and took in every desirable farmer in a radius of many miles. He was continually after them with persistent forceful letters and circulars.

"The business began to increase in volume, and in a few years he had built the retail business of that store up to \$60,000 per annum; and was paying the stockholders a cash dividend that amounted to more each year than their total investment in the business.

Set up Samples.

Dealers will find a great advantage in having sample implements set up for inspection. Very few farmers will purchase an article until they have seen it, and this is particularly true of an implement new to the locality. The prospective customer will not be satisfied by merely looking at the machine, he will frequently move everything that is movable; turn every wheel, operate every lever and make any and every adjustment the machine is capable of. Therefore, the utmost care should be taken that the sample is not only set up and complete in every detail, but also that all working parts move perfectly easy and with a freedom that shows they are in good working order. It is humiliating for a dealer to have to apologize to the prospect because some moving part sticks fast on account of the paint on the bearings, and it may send the customer away to a competitor, who does not have to apologize for or show cause for stiffness of working parts or hard running. Instead, he is anxious for his visitor to turn the wheels, try all adjustments, and note the easy action of the moving parts as well as the rigidity of the parts not intended to move. In such circumstances there is hardly any doubt as to which of these im-

plements the man will buy, and the careless retailer will have only himself to blame for the loss of a sale. The moral is: have your sample exhibits set up so they will work as smoothly as they are intended to.

Prolific Potato Growing in England.

According to a Nottingham newspaper, an English potato-growing contest in Derbyshire has resulted in a yield of 229 lbs.

GRAND TRUNK RAILWAY SYSTEM

The Only Double Track Line.

Between
CHICAGO AND EASTERN CANADA
And the
DOUBLE TRACK ROUTE
TO NEW YORK
Via Niagara Falls

Through Coaches and Pullman Sleeping Cars.

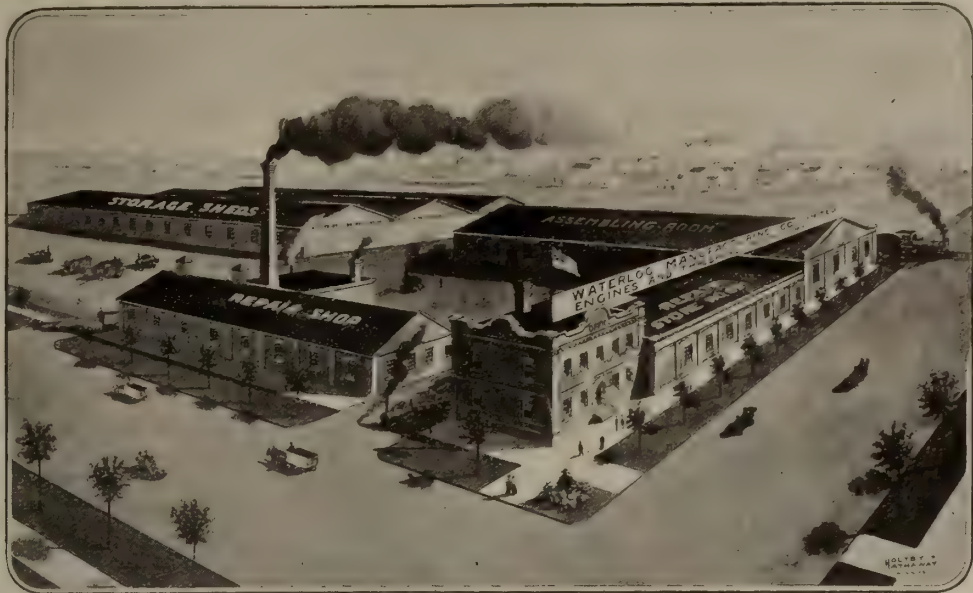
Steamship Tickets, Cook's Tours, Quebec S.S. Co.

Special Tours to the Mediterranean
Bermudas and the West Indies
For rates, reservations, time tables and full information, apply to

A. E. DUFF

Genl. Agent Passenger Dept.
Phone Main 7098

260 Portage Ave., Winnipeg, Man.



The Waterloo Manufacturing Co.

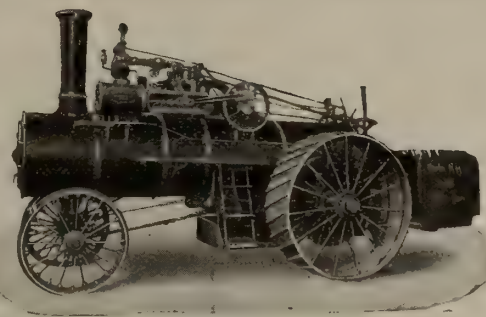
Above we present an illustration of the spacious and up-to-date offices and plant of the Waterloo Manufacturing Co., at Portage la Prairie, Man. These buildings cover about 2½ acres out of their 5 acre plot. They have a loading platform and trackage for four cars, and a thoroughly modern machine and repair shop where all kinds of rebuilding and repair work on engines, boilers, separators, etc. is carried on.

A very complete stock of repairs is kept in a section of the building devoted solely to that purpose. The multitude of different parts are arranged in such a manner that no time is lost in finding any one that may be required.

from 1 pound of seed, cut into 80 sets. There were 53 competitors. The second in rank raised 177½ pounds from 1 pound. The average for the whole 53 competitors was 100.6 pounds. Last year, in the same locality, what was called a "world's record"

was established when 204 pounds of potatoes came from a pound of seed—25 pounds less than this year's yield. The competitions are held under the auspices of a garden association, whose object is to promote and improve the production of vegetables.

Waterloo Traction Engines



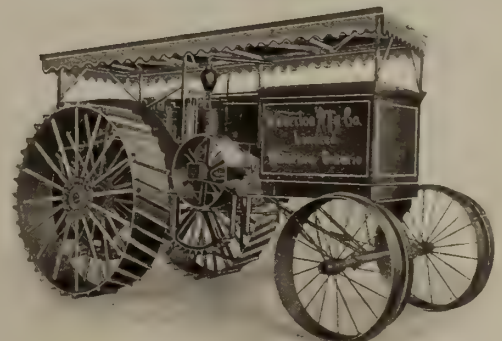
From 14 to 30 h.p.

Sixty Years in Business Tells a Tale of Success and Forms a Reputation Unquestioned.

SEPARATORS, WIND STACKERS, FEEDERS, BAGGERS, WAGON LOADERS AND WEIGHERS.

Waterloo Gasoline Tractors

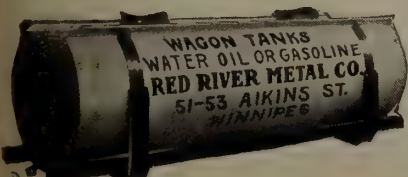
Made in Canada for Western Work. Four cylinder, water cooled, easy to operate, inexpensive to run, handsome in appearance. For plowing, threshing, all purposes where a steady, reliable power is required. Leads the way easily. Yours for satisfaction.



22 h.p. Traction or Portable.

Dealers Cannot Handle a More Profitable Line.

WATERLOO MANUFACTURING CO., LIMITED
Portage la Prairie, Man. Regina, Sask.

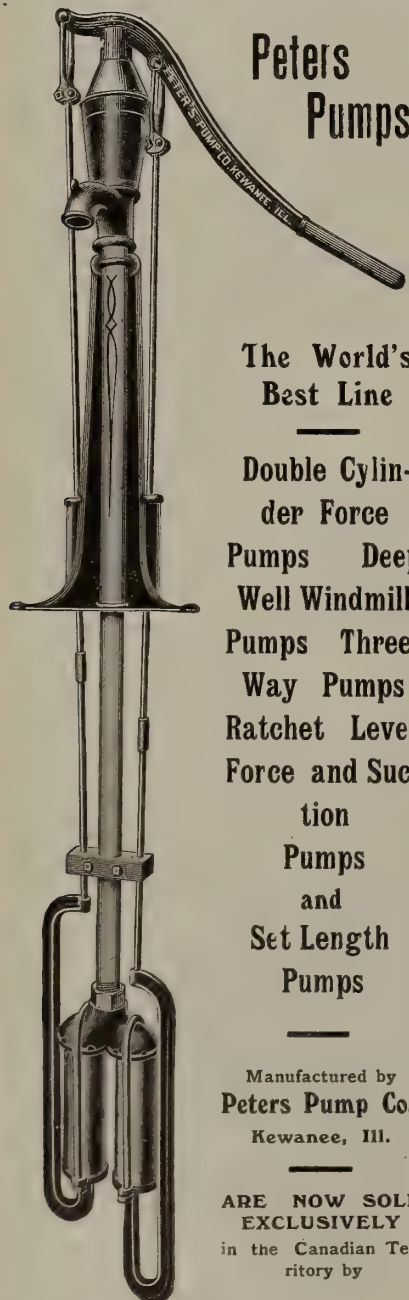


Dry Farming.

In Canada we have, speaking in general terms, sufficient rainfall to guarantee our cereal crops, and there is little danger of our being unable to supply the demand on this score. But there are areas where the rainfall in some seasons is limited, and where irrigation is out of the question. These tracts of land have been looked upon as worthless, or so limited in productive powers as to preclude the idea of successful cultivation. Advocates of the Dry Farming System, however, are teaching us that there is a hitherto unsuspected value in these soils provided they are treated by scientific methods. The same system can be applied to the older agricultural sections where the land has come to be regarded as "worked out," the rejuvenation being effected by the application of dry farming methods of tillage and rotation of crops.

The Dry Farming Congress, which has its headquarters at

NOTICE:—TO ALL DEALERS



**Peters
Pumps**

**The World's
Best Line**

**Double Cylinder Force
Pumps Deep
Well Windmill
Pumps Three-
Way Pumps
Ratchet Lever
Force and Suc-
tion
Pumps
and
Set Length
Pumps**

Manufactured by
Peters Pump Co.,
Kewanee, Ill.

**ARE NOW SOLD
EXCLUSIVELY**
in the Canadian Ter-
ritory by

Tudhope, Anderson & Co. Ltd.
Winnipeg, Regina, Calgary, Saskatoon

Spokane, Wash., has outlined plans which will show the farmers of the semi-arid regions how to conserve moisture, select seed, rotate crops and make every acre yield its full share of the harvest. Doubtless the farmers would work out this result for themselves in time, if left to their own devices, but that would at best take years. The present is the time to educate the farmers, and the means of education should be provided without delay. The soil and climatic conditions of every undeveloped section of the country should be determined as speedily as possible, in order that the homesteaders may be correctly informed on what these lands will produce and how they must be tilled to make them productive. Not all of the so-called "dry farming land" of the West is capable of profitable operation. Three elements have to be considered: precipitation, evaporation and soil.

The real difficulty on the semi-arid lands is not so much lack of precipitation as loss by evaporation, and this can be controlled by proper cultivation sufficiently to secure a good growth every year. It has been demonstrated by careful laboratory and field work that seven inches of rainfall is ample to grow a good grain crop of any kind—provided the water is all utilized.

The trouble is that the rain does not always come just at the time plants most need it. Consequently there have been crop failures, and average observers have concluded that deficient

BEST SELLING SPECIALTY

Offered the Trade
LLOYD'S

**Handy Low-Down Suspension
Spring Wagon Seat.**



The Lightest, Handiest, Cheapest,
and Most Durable Seat on
the Market.

Implement Dealers should write the Wawanesa Wagon Seat Company in connection with handling Lloyd's Handy Wagon Seat as a side line. This is a paying proposition and an easy seller. Makes a wagon ride easier than a buggy.

For further information write the
Wawanesa Wagon Seat Co.
WAWANESA, MAN.

moisture is responsible. The result of careful investigation over a long period, however, leads to the conclusion that by proper methods, the rainfall can be stored in the ground and its evaporation prevented by proper manipulation of the soil.

The real secret of fertility lies in the preserving of air and water in proper quantities. If the soil is too coarse and lies loosely on the surface the air circulation will soon take away the essential moisture. On the other hand, the finer the soil grains the greater their capacity for holding water, and the more they can deliver to the plant; therefore, the soil should be kept fine and firm where the roots are growing, establishing capillary action with the sub-soil, the surface two inches being more loose and open. With moisture stored below to a depth of 3 to 4 feet we have an ideal condition for the growing season, and one which must be maintained, as far as possible, to get the best results. A fall of rain on a surface which is kept loose and open will soon find its way through the larger pores until it reaches the moist particles in the firmer root bed, from whence it percolates on to lower depths, thence to return upwards by capillarity during a dry period, and it is at this time, when the underground reserve of moisture is in danger of evaporating, that the dry farmer has to take quick action. A heavy rainfall will reduce the surface soil to a condition resembling firmly packed mud, the particles having dissolved and settled closely together, and this is the most favorable condition for rapid evaporation. Careful cultivation at this time will have the effect of checking evaporation and forcing the moisture downwards instead of upwards, but care must be taken not to cultivate too soon, thereby puddling the soil and leaving a poor mulch, especially if the soil

is heavy. Again, delaying cultivation too long after rain in a sandy soil will allow the surface to become quite dry and too much on the order of dust, which will drift in high winds. Just as soon as the soil is sufficiently dry not to stick to harrow or cultivator, it should be quickly gone over. We quote the following conclusions from Campbell's Soil Culture Manual. "A fine, firm root bed, with a loose surface or mulch, is a condition that will withstand the extreme dry periods longest without any injury to the plant."

Study well the subject of pulverizing and packing the lower portion of the plowing.

Sub-surface packing increases the moisture in the lower portion of the plowed ground, enabling the plant to withstand drought, and induces decomposition of weeds, stubble or manures that have been turned under, thereby adding humus, the all important ingredient for rapid plant growth.

To get the soil into a fine, firm condition do all work when it is slightly moist, as it then plows better, packs better and cultivates better. Plowed ground that is dried to the bottom is not in condition for the packer; the closer you keep to the plow the better you can pack the under portion."

Enlarging Richmond Plant.

The American Seeding-Machine Company's plant at Richmond, Ind., is undergoing improvements. An addition to the foundry is in course of construction and when completed will double the present facilities. Ground was broken March 7 for a new power plant, which will surpass anything of its kind in that part of the state. About July 1 the company will begin the erection of a new four-story warehouse, which will cover an entire city block. When these improvements are completed the Richmond plant, it is said, will be the largest in the world devoted entirely to the manufacture of seeding machinery.

FRAZER AXLE GREASE.



Not affected by Heat or Cold.
Highest Awards at Centennial, Paris
and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.,**

Factories: St. Louis, New York.

NICHOLSON AND BAIN, Agents,
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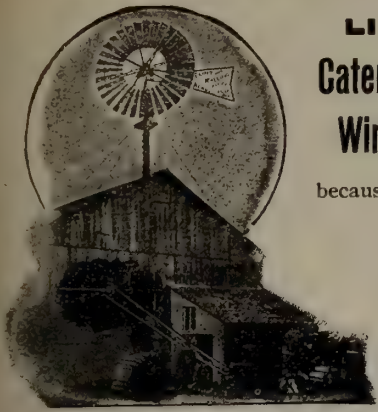
WATER COOLED GASOLINE ENGINES

1½ H.P.	} FOR SALE CHEAP
2½ "	
3 "	
8 "	
10 "	

**THE GASOLINE ENGINE
SUPPLY CO.,**

36 Main St.

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LIVE DEALERS will sell
Cater's Wood and Iron Pumps, Star
Windmills and Gasoline Engines

because they are of the Highest Grade and
 Lowest in Price

Write for our Special Cash Price

Address

Brandon Pump and Windmill Works,
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Capital and Surplus \$1,500,000.

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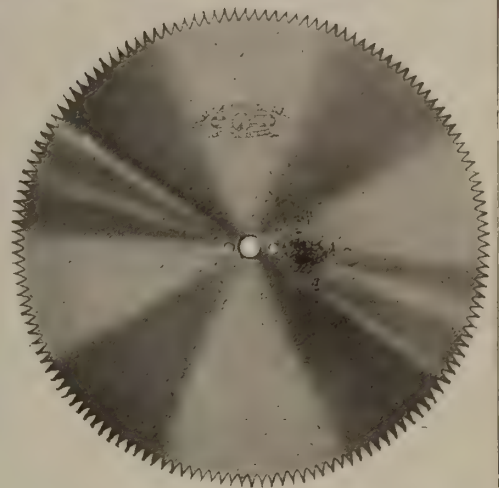
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C. G. SCHAFFTER, Supt., Commercial Travellers' Bldg., WINNIPEG, MAN,

BURTON'S SAWS

TEMPERED BY a New Process

and positively the BEST. The heat is registered by an electric pyrometer while the saw is clamped in a revolving furnace under many tons hydraulic pressure. Absolute uniformity of temper in every part of the saw is thus attained. We positively guarantee that there are no hard or soft spots in our saws. They have greater toughness and retain a keen, cutting edge longer than any other make. Write for catalogue and prices.



The A. J. Burton Saw Co. Ltd., Vancouver, B.C.

Hero Grain Separators

Sold only through
 the Trade.



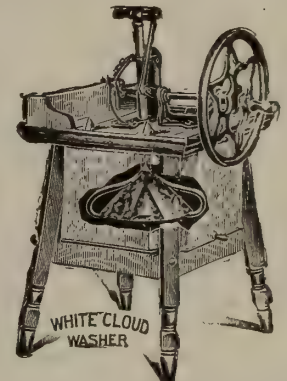
A Grain Separator without
 an Equal.

The Hero has proved itself by years of service. For reliability and efficiency no other separator can compare with it. Cleans oats from wheat thoroughly. Built of the very best materials obtainable under the supervision of an expert. Satisfaction guaranteed to every user. Repeat orders come as a natural sequence if you handle the Hero specialties. They bring more business, more profit, and build up a reputation for the dealer by their sterling qualities.

HERO MANUFACTURING CO. LTD.,
WINNIPEG

Hero White Cloud Washing Machines

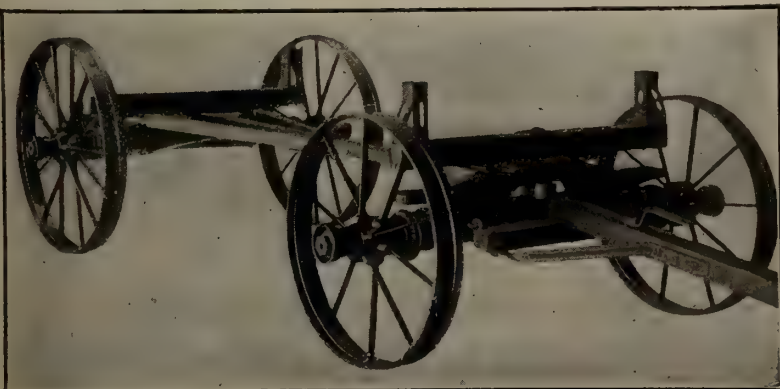
The most perfect, simple and durable washer ever offered to the public. The best on the market by long odds. Constructed of highest quality materials by skilled workmen. Nothing to injure garments, simply forces suds through the fabric. A few minutes does the trick. No rubbing; quicker work with less effort than any other machine. Made of sheet metal—10 to 50 pounds lighter than the other kind. Can be operated either standing or sitting.



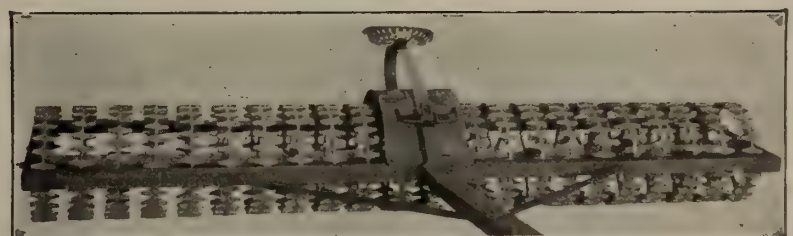
The Best Washing Machine
 made in America

A PAIR OF WINNERS

We are offering better values in these two specials for mixed car-load shipments than have ever before been offered in Western Canada. A very few of each make a car load. You thus gain the advantage of car-load rate.



Bell's All-Steel Wheel Truck Gears are strong and heavy with $3\frac{1}{2}$ x 11 inch arm, spokes are machine riveted, stagger set, groove tire. Two coats paint, striped and varnished.



BELL'S PULVERIZER IS KING

Hinged Steel Frame, clear around Packer. End pieces solid steel, not cast iron. Wheels with chilled hubs and separate chilled thimble box.

Leg protector goes clear around wheels to frame.

Foot rest adjustable to either man or boy.

End of one section can be raised 6 feet if necessary and still work.

Write us for full particulars

B. Bell & Son Co., Ltd., Winnipeg



Plant of The Brandon Implement and Manufacturing Company, at Brandon, Man.

STEWART NELSON CO. CHANGE NAME AND INCREASE CAPITAL.

The Stewart Nelson Co., Ltd., which for a number of years has been favorably known to the trade throughout Western Canada, has been absorbed by The Brandon Implement and Manufacturing Co., Ltd.

The new company will be composed largely of the officers who conducted the business of the Stewart-Nelson Co. Hon G. R. Coldwell being president, Mr. I. C. Nelson vice-president and Mr. P. W. L. Briar managing director.

The Stewart Nelson Co. was formed in September, 1904, at which time Mr. I. C. Nelson succeeded Mr. Geo. Metcalfe and the name of the company was changed. In June, 1906, Mr. P. W. L. Briar, who had for many years been identified with the Wilkinson Plough Co. and the Toronto Pressed Steel Co., of Toronto, took over the interest formerly held by Mr. A. Stewart and assumed the management of the firm. Owing mainly to the energetic efforts and shrewd business capabilities of Mr. Briar the company was piloted through the storms and stress of depressing times and came to be a success both from the point of view of the stockholders and also of their many customers.

The Brandon Machine Works Co., Ltd., whose plant will be op-

erated by the new company, was organized in 1897 and the main buildings of the factory, of which an illustration appears herewith, was put in operation in 1899. Additions have however been made from time to time to accommodate the increase in business until at the present time the factory is considered one of the principal industries of the Wheat City.

The business which has come to the firm during the past four or five months has made it necessary to enlarge the foundry, to completely rebuild the furnace room and to install a new cupola, with a capacity of from seven to ten tons per hour.

The cost of production of castings has been greatly reduced by the introduction of the latest improved machinery, one of the most important of which is a moulding machine, which more than doubles the output of packer wheels. The whole plant has been completely re-arranged and modernised in every respect, so that today it is one of the most complete and up-to-date plants of the kind in Western Canada.

As a result of combining the business with the Stewart Nelson Co. the factory has a much broader line to work on, and dealers appreciate the convenience of being able to purchase their entire requirements, at one point.

The head office is at Brandon, and stocks are carried at Winnipeg, Regina, Saskatoon and Calgary. We are assured that prompt shipment can be made from any of these points, and dealers can depend on the same courteous treatment as heretofore.

Avery Company's Large Addition.

The Avery Company, Peoria, Ill., will erect in the near future an addition to its main factory at an approximate cost, when completed and equipped, of \$200,000. The main building will be 93 x 700 ft., with a wing 150 ft., in length extending to the Rock Island tracks.

These shops will be built of steel, brick or concrete, and will be of fireproof construction throughout.

This new addition will help out the much crowded condition of the present plant. The company intends to separate the steam and gasoline engine work from the separator and small goods, and decided to build this addition for engine work only, leaving the present shops for separator and small goods. The new building will be well lighted; the sides of each bay will have as much window space as can be crowded in. Along the sides of the monitor, formed by the placing of the roof of the middle bay above that of the side bays, will be two con-

tinuous rows of windows that will aid very much in lighting the middle bay. The aim of the company is to have both a well lighted and well ventilated shop. The plans are being rushed and the company hopes that about January 10 it will be prepared to ask bids for the full or separate contracts as may be deemed advisable. It is hoped to have the shops completed, ready to install tools by May 1st. The Canadian agents for the Avery Co. are Messrs. Haug Bros. & Neller-moe, Winnipeg and Calgary.


Edison's Latest.

That prince of inventors, Thomas A. Edison, has perfected a storage battery which has been successfully applied to a street car in New York City. Edison declared five years ago that the trolleyless street car would one day revolutionize urban transportation. The test car has been put on a regular passenger schedule, and if the cost is anywhere near what the inventor claims for it a large number of the cars will shortly be put in operation. Mr. R. B. Beach, of the West Orange Edison plant, undertook the task of perfecting a car to suit the particular economies of the electric storage battery, and, after two years of experimenting at a cost of \$50,000 he produced a car that would take a ten per cent. grade as easily as it would a level track.

Brandon Implement & Mfg. Co., Ltd.

Successors to

THE STEWART-NELSON CO., LTD.

 WE announce the completion of arrangements by which the Brandon Implement and Manufacturing Co., Ltd., takes over the business of the Stewart Nelson Co., Ltd, and also the operation of the factory at Brandon formerly known as the Brandon Machine Works.

The head office of the Company is at Brandon and stocks are carried at Winnipeg, Regina, Saskatoon and Calgary. Prompt shipment from any of these points.

We manufacture

Sub-Surface Packers, Surface Packers, Grain Picklers, Trip Hammers, Well Boring Machines, Wagon Boxes, Steel Plate Furnaces, &c., &c.

Also

The Brandon Combined Packer and Harrow Attachment for Plows.
"Patented"

A complete line of Implements of the best makes---Plows, Harrows, Wagons, Sleighs, Manure Spreaders, Gasoline Engines, Patent Plow Eveners, Road Scrapers, Road Plows, and the FAMOUS FARM PUMP ENGINE.

We cordially thank our many friends for the business we have been favored with in the past. We are in a better position than ever to take care of your requirements and solicit a continuance of your favors. Drop us a line and have one of our men call.

The Brandon Implement & Mfg. Co., Ltd.

Brandon, Man.

Agricultural Motor Competition.

The Winnipeg Industrial Exhibition, July 11 to 23, 1910, offers as one of its most interesting and attractive features a competition for agricultural motors which is open to the wide world. Last year this feature was most instructive both to manufacturers of engines and to the general public. A great many modifications in design were found to be necessary to obtain best results, although these machines have already reached a high state of perfection. The entries for this competition it is expected will considerably exceed last year's record, and an all-round improvement in performance is looked for.

The following rules and conditions will be strictly adhered to:

1. The entries shall be classified as follows by the judges:—
 - (a) Internal Combustion Engines, 20 brake h.p. and under.
 - (b) Internal Combustion Engines 21 to 30 brake h.p.
 - (c) Internal Combustion Engines, over 30 brake h.p.
 - (d) Steam Engines. Classes have been added for Steam Engines up to 60 brake h.p.; 60 to 90 brake h.p., and over 90 brake h.p.; providing there are three or more engines entered in their respective class.
- Prizes shall consist of: First prize, gold medal; second prize, silver medal; third prize, bronze medal.

2. All entries must be made on or before June 1st, 1910. Entries must be made on the attached form, with all the data filled in accurately, and must be accompanied by entry fee of \$25 for each entry.

3. No firm or individual may enter more than one motor in any class.

4. The fuel used during any test shall be that supplied by the Exhibition Association, and will

be supplied to contestants at the following rates:—

Gasoline.—20 cents per gallon of 277 cub. inches.

Coal Oil.—18 cents per gallon of 277 cub. inches.

Soft Coal.—\$8.50 per ton of 2,000 lbs.

Wood.—\$4.50 per cord.

5. Each competitor must have sufficient staff for the care of and running of his motor.

6. All motors entered for competition must be on the grounds not later than July 11th, 1910.

7. Each motor will be allotted an official number, which shall be displayed during the competition.

8. Each motor shall be allotted a certain space on the grounds where the motor shall be exhibited at all times, except when being tested. Only those motors taking part in the tests will be allowed on this space.

9. The tests will comprise brake-test, plowing-test, and such other tests as the judges deem essential.

10. The ploughs, belts, chains, water-tanks and such other things as may be required during the test must be supplied by the contestants.

11. The judges may test the engines in any order that may seem to them desirable. The contestants will be given one hour's notice when to be ready for test.

12. Each contestant must supply a recording dynamometer and sufficient charts for two hours' reading for all tests of his engine.

The Brake Test shall consist of an economy test, extending over a period of two hours, and the maximum horse power test for a period of thirty minutes or longer, at the discretion of the judges.

Competitors will be allowed 15 minutes after they have lined up to the brake, to try-out their engine, and to state the amount of load they wish to carry. Last year some of the engines had to withdraw from the brake test,

and the manufacturers should be careful to have everything in good shape for a hard run. After the competitor has stated the load he wishes to carry, the operators will keep the brake as near that load as possible for two hours and no change will be made. Careful measurements of the fuel and water used will be taken and the condition of the engine noted. Also the mean effective pressure developed in the cylinder will be taken into account.

After the two hours' run, the test will be made of the maximum h.p. the engine will develop for thirty minutes; careful measurements again being taken of all the fuel and water.

Hauling Tests shall consist of hauling the load around the track for a period of two hours; the load shall be made up to suit the capacity of the engine. A number of loaded wagons will be provided, so that a load of any size may be obtained. The larger engines hauling the dead engine and one, two or more wagons as desired; between the engine and the load shall be placed a traction dynamometer, which shall accurately record the draw bar pull for the period of two hours. The course consists of part sod, part gravel and part block pavement; careful measurements of all fuel and water supplied will be taken and of all stops, etc., that may occur. A trial round will be allowed so that the competitor may be able to select a suitable load. Note will be taken of the ton miles hauled per unit of fuel and water used. The proportion of draw-bar h.p. to the brake horse power and such other data as the judges deem essential.

Plowing Test shall extend over a period of three hours, or longer, if deemed necessary by the judges. The contestants may use any make of plow they wish. The depth of plowing to be as directed by the judges. A recording dynamometer will be placed between the engine and

the plow, which will accurately record the pull for at least a period of two hours. Careful measurements will be taken of the fuel and water used; the acres plowed; the draw-bar pull; the fuel per acre; the distance travelled without replenishing, and such other data as the judges deem essential.

Design and Construction. Under this head will be considered the protection of the working parts from mud and dust; dust-proof bearings, accessibility of all parts, such as valves, igniters, bearings, fuel and water tanks; facilities for washing out the boiler; cleaning grates and tubes; easy manipulation, such as starting and stopping, reversing and the general handling of the engine; the clearance of working parts from the ground; the proportion of the various working parts of the machine and the materials of construction; the workmanship and method of lubrication.

General.—It is to be expressly understood and agreed by the manufacturer that the engines entered in the competition are of the same material and construction as those he is selling in the open market. Only such pressures and speeds will be allowed during the tests, as are used under ordinary working conditions. The judges may limit the speed or pressure of any engine when they deem it necessary to a fair test. Contestants must submit their dynamometer, steam gauges, etc., to such tests as the judges deem necessary to assure them of their accuracy.

The following are points upon which the awards will be made:

Score Card.

(May be changed at discretion of Judges.)

Brake Test	150.
Hauling Test	100.
Ploughing Test	200.
Design and Construction ..	50.
	500.

Stewart Clipping Machines

Sell Fast During

February, March and April

They Yield a Good, Quick Profit

No horse clipping machine ever made sells so fast or gives such good satisfaction as this

Stewart No. 1 Ball Bearing Machine

Your jobber
has them

List for Canada, **\$9.75**

Write for free
advertising matter

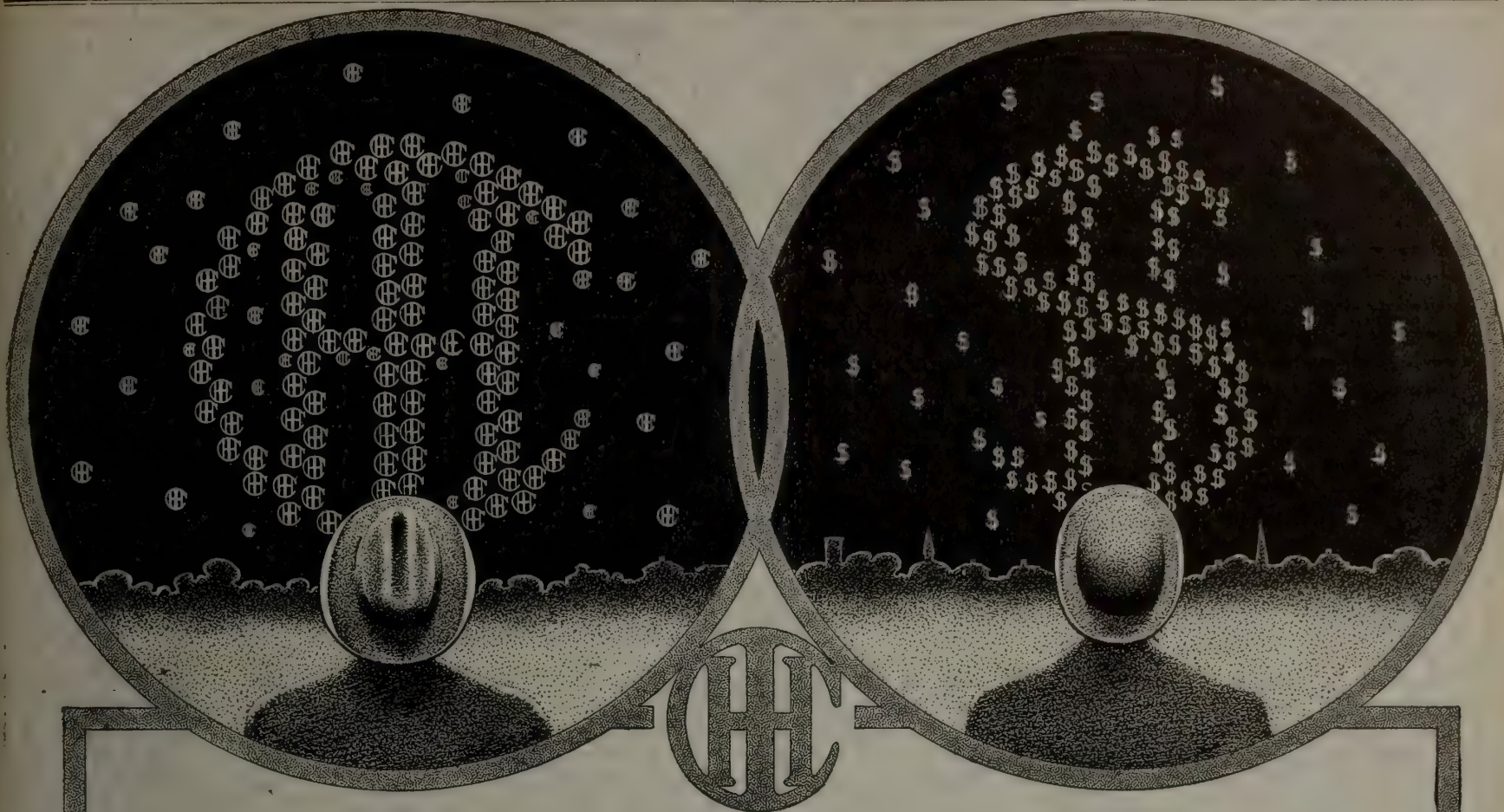
Every machine sold under a positive guarantee that it must please your customer or money refunded, including transportation

Chicago Flexible Shaft Company,

237 Ontario St.

Chicago, Illinois





When the Farmer Sees These

The Dealer Sees These

When a dealer decides to handle the I H C line of harvesting machines and tillage implements, he inherits a good will which helps him make his sales.

Thousands of retail implement dealers who are familiar with the requirements of the modern agriculturist, many years of advertising, and many years of experience in the field have educated farmers to ask for certain well known machines.

These machines bear the I H C trade-mark.

Why not employ this forceful, convincing, never-failing salesman?

The I H C trade-mark is such a salesman.

Farm machines stenciled with the I H C trade-mark have become justly popular with discriminating consumers the world over because of their utility, reliability, durability and practical construction. This means:

The best materials—selected and tested.

The best ideas—from the best brains—embodied in construction.

The best construction—by skilled mechanics.

The best judges—of raw material and the finished product.

A great and growing demand for I H C machines and implements brings prosperity—and your friend, the farmer—into your office.

Take the agency for the widely advertised I H C line, which includes harvesting and haying machines and tools, drills and tillage implements, twine, gasoline engines, manure spreaders, wagons, auto buggies and auto wagons, cream harvesters, feed grinders and hay presses.

See the blockman in your locality or write the International Harvester Company of America at nearest branch house.

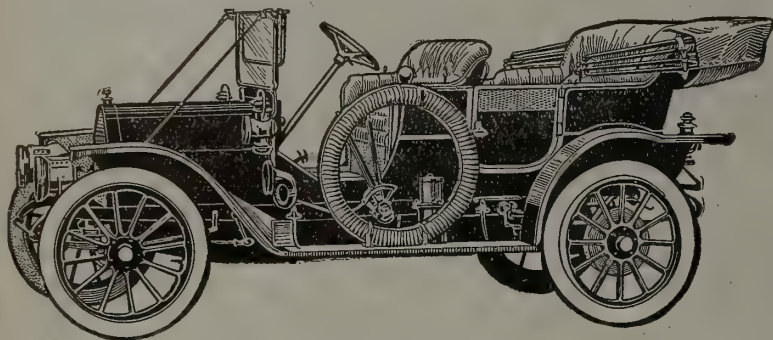
CANADIAN BRANCHES: Brandon, Calgary, Edmonton, Hamilton, London, Montreal, Ottawa, Regina, Saskatoon, St. John, Winnipeg, Yorkton.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
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THE MIGHTY REO—\$1600

The Greatest Four-Cylinder Car built
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A luxurious 5-Passenger Touring Car or a 4-Passenger Toy Tonneau detachable, every car complete with Lamps, Stromberg Carburetor, Splitdorf Magneto, Tools, etc. Made by R. E. Olds, the wizard of the auto world and builder of the first successful American Car. Reo Runabout \$700. The 2-Cylinder Touring Car \$1,350. You do not experiment when you buy a Reo.



Reo Touring Car
35 Horse Power—\$1600

Write for Catalogue giving full particulars

JOSEPH MAW & CO., LTD.

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\$656,000.

Subscribed Capital

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HAIL INSURANCE

IT IS EVERY MAN'S privilege to carry his own risk and save the insurance premium, but why pay a premium and still carry the risk?

WE OFFER insurance that has been on trial for TEN YEARS in Manitoba and Saskatchewan and it shows an unbroken record of loss claims PAID IN FULL, to which thousands of satisfied insurers will bear witness.

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OURS is not cheap insurance, but an article that CAN BE DEPENDED UPON and the price is reasonable.

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THE SASKATCHEWAN INSURANCE CO., Regina, Sask.

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INSURANCE AGENCIES, LIMITED,

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LOCAL AGENTS in all districts will be pleased to quote rates and furnish other information.

DEALERS I WILL PUT
DOLLARS IN
YOUR POCKET

IT MAKES ME SMILE.

Why do I smile? Because we have added to our family a 1 h.p. Waterloo Boy Jr. Engine. He is just like his big brother, the Waterloo Boy.

Because our 1909 business showed an increase of 300 per cent over our 1908 business.

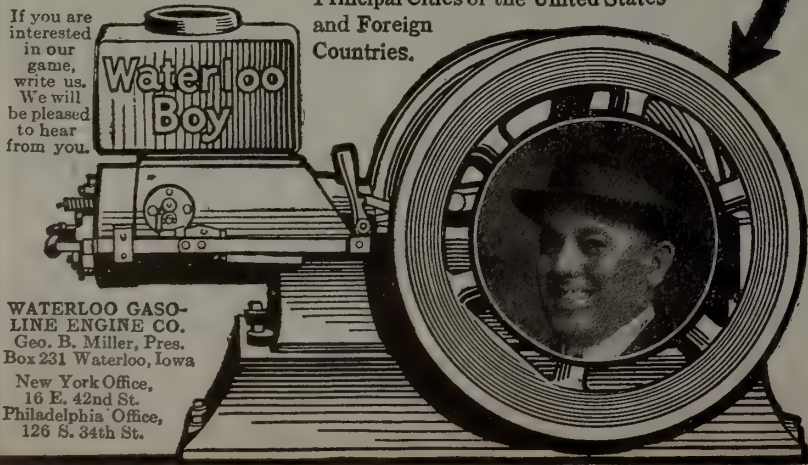
Because we have increased our plant to a capacity of 100 finished gasoline engines every working day, or 30,000 a year. Every time the clock ticks off six minutes of the working day, we can finish one more Waterloo Boy Gasoline Engine. Think of it! Ten perfect and complete gasoline engines every hour.

**WATERLOO BOY GASOLINE ENGINES ARE SOLD ONLY
THROUGH IMPLEMENT DEALERS**

We can furnish you high-grade engines at a price that will give you a bigger gasoline engine business than you believe possible. If you will get into the game strong, make the price right to the Trade, we will make you a winner over every competitor. Distributing Jobbers in the

Principal Cities of the United States
and Foreign
Countries.

If you are
interested
in our
game,
write us.
We will
be pleased
to hear
from you.



WATERLOO GASOLINE ENGINE CO.
Geo. B. Miller, Pres.
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THE MODERN FARM HORSE IS THE HART-PARR GAS TRACTOR

OVER 200 NOW IN WESTERN CANADA



The Tractor that is revolutionizing farming methods in Western Canada.

Best and cheapest power for breaking, plowing, disking, seeding, harvesting, threshing, hauling, &c.

The only Gas Tractor using KEROSENE Fuel.

A good proposition for Live Implement Dealers.

For full particulars write

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CANADIAN FARM IMPLEMENTS

VOL. VI., No. 5

WINNIPEG, MAN., MAY 1910.

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SASKATCHEWAN—Adanac, Arcola, Asquith, Buchanan, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Gull Lake, Humboldt, Indian Head, Jansen, Kindersley, Kipling, Landis, Lang, Lanigan, Lemberg, Lumsden, Macklin, Maple Creek, Maryfield, Milestone, Moose Jaw, Mousmoor, Nondol, Outlook, Oxbow, Pense, Perdue, Qu'Appelle, Regina, Rosetown, Roseton, Saskatoon, Saskatoon (West End Br.), Scott, Sintaluta, Southey, Strassburg Station, Swift Current, Tessier, Theodore, Wapella, Watrous, Weyburn, Windthorst, Wolseley, Yorkton, Zealandia.

ALBERTA—Airdrie, Ait, Barons (Blayney), Bassano, Blairmore, Bowden, Brooks, Calgary, Carbon, Cardston, Carstairs, Carlstadt, Claresholm, Cochrane, Cowley, Didsbury, Edmonton, Ft. Saskatchewan, Frank, Grass Lake, High River, Inisfail, Irma, Irvine, Lacombe, Langdon, Lethbridge, Lethbridge (North Ward), MacLeod, Medicine Hat, Okotoks, Pincher Creek, Stirling, Strathmore, Three Hills, Wainwright.

BRITISH COLUMBIA—Prince Rupert, Vancouver, Vancouver (Mount Pleasant), Victoria. ONTARIO—Ft. William.

Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.



Union Bank Building, Winnipeg.

The Great West Saddlery Co., Limited,

The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which have a world-wide reputation for being the highest standard goods on the market. For further particulars send for beautifully illustrated catalog and price list, free. Offices at **Winnipeg, Man.**; **Calgary, Alta.**; and **Edmonton, Alta.**

THE GREAT WEST SADDLERY CO., LIMITED.

SUN FIRE

The Oldest Insurance Office in the world

FOUNDED A.D. 1710

BI-CENTENARY 1910

HOME OFFICE: LONDON, ENGLAND

Canadian Branch, Sun Building, Toronto, H. M. Blackburn, Manager.

AGENTS WANTED IN UNREPRESENTED DISTRICTS

Watson's Implements

Are the most substantial
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PULVERIZERS with two poles and pulley hitch
BOSS WOOD HARROWS, of first class material
CHANNEL STEEL HARROWS, of perfect design
HARROW CARTS, 26 in., 28 in. and 36 in. wheels
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WHIFFLETREES, extra heavy
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TURNIP SEED SOWER, 2 row for horse

Transfer Stocks at Brandon, Regina, Saskatoon and Calgary.

We anticipated the unprecedented
rush for Spring Goods and are
prepared to fill orders promptly
for any of these goods.

John Watson Mfg. Co.
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IT PAYS TO ADVERTISE

The Personalized Circular Letter is the most direct and effective method of reaching your trade or prospective customers—and

WE CAN PROVE IT.

We'll deliver to you the un-personalized type-written letters, or will get them out from your lists complete—including mailing.

CANADIAN MULTIPLE LETTER CO.

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THE "FLORENCE" WOOD PUMP



Is far in advance of all other pumps. Being made of Tennessee poplar, the Florence Pump will not taint water like spruce, pine or other wood, and each pump and each piece of tubing is tested to 60 lbs. pressure.

"Florence Pump" is the Leader and "Best by Test"

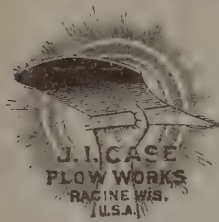
Among other lines we handle "Melotte" Cream Separators, "Ideal" Iron Pumps and "Ideal" Gasoline Engines, Etc.

Call and see us if in the City or write for particulars.

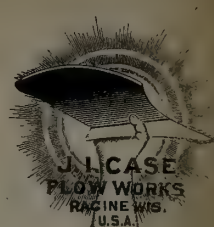
MELOTTE CREAM SEPARATOR CO., LTD.

312 Ross Ave., WINNIPEG.

CALGARY.



J. I. Case Plows



J. I. CASE WALKING PLOWS

The Standard everywhere. Made in a large variety of sizes and styles, for work of every description.

J. I. CASE NEW FOOT-LIFT SULKY PLOWS

The lightest draft plows made—even lighter draft than Walking Plows. And they are **real** foot-lifts, because **one** lever raises or lowers the bottom **and** levels the frame. Furnished with stubble, general purpose or breaker bottoms, all interchangeable.

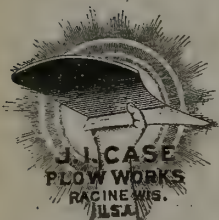
J. I. CASE NEW FOOT-LIFT GANG PLOWS

Up-to-the-minute in the art of plow building. Farmers will drive more miles to get it, and then pay more money for it than any other Gang Plow we know of. Furnished with stubble, general purpose or breaker bottoms, all interchangeable.

J. I. CASE TRIPLE BOTTOM GANG PLOW

Built on exactly the same principle as the Sulky and two-bottom Gang, only heavier. A big labor saver, and works like a charm. Furnished with stubble, general purpose or breaker bottoms, all interchangeable.

Catalogue and circulars mailed on request. Shipments made promptly from factory, or stocks at Winnipeg, Saskatoon and Calgary.



SOLD BY

**Harmer Implement Co.,
Winnipeg, Man.**

MANUFACTURED BY

**J. I. Case Plow Works
Racine, Wis.**



The Name Tells a
True Story.

SUPERIOR

The Name Tells a
True Story.

Disc Harrow and Cultivator on Wheels.

Perfect Cultivation.

Easy to Operate.

Rides on its own Wheels.

All Discs Independent.

Practically ALL Steel.

MADE IN SIX SIZES:

8 Discs, for 2 Horses

10 Discs, for 2 Horses

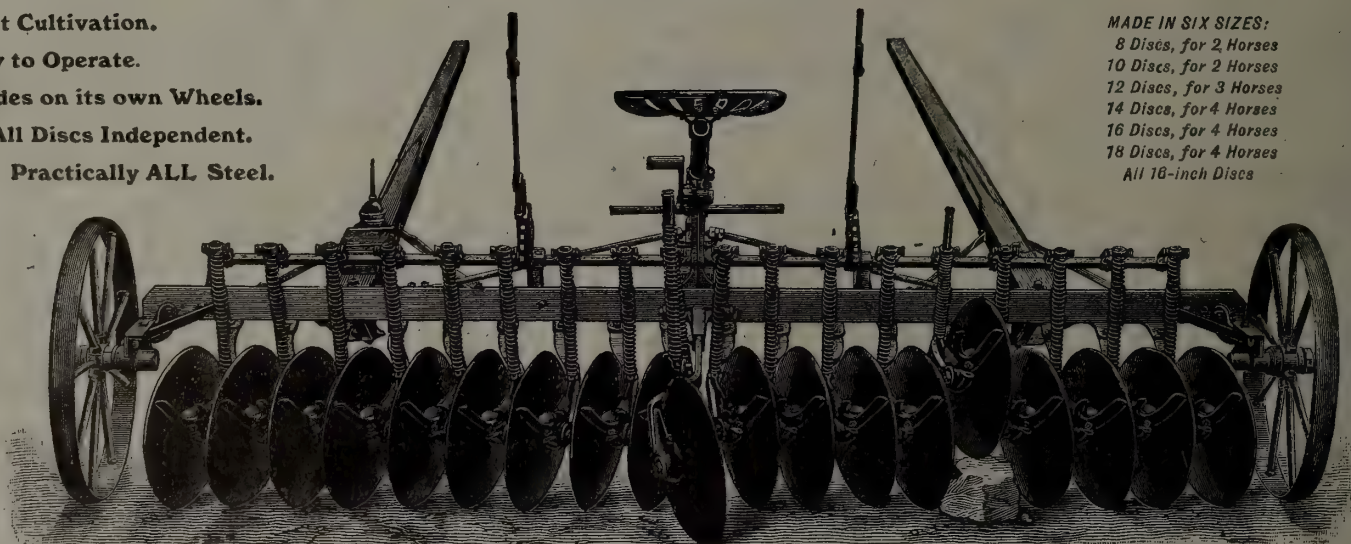
12 Discs, for 3 Horses

14 Discs, for 4 Horses

16 Discs, for 4 Horses

18 Discs, for 4 Horses

All 16-inch Discs



REAR VIEW 18-DISC SUPERIOR DISC HARROW ON WHEELS.

If you want the Agency for the Best Harrow in the World, write NOW for Catalogue and Prices.

**The American Seeding-Machine Co., Incorporated,
310 Ross Avenue
Winnipeg Man.**

GLENGARRY VEHICLES

**ARE TRADE
WINNERS**

It's the Style.
It's the Quality.
It's the Workmanship.

AND

Right Prices.

Send for Catalog and
Attractive Prices and
Terms.



CANADIAN MOLINE PLOW CO., WINNIPEG.

Macoun, Sask., Nov. 29, 09.

M. Townsley & Sons,
Winnipeg, Man.

Dear Sir:—We are more than pleased that you were successful in persuading us to take up the Lightning Arrester proposition last spring. We, like many others, were somewhat prejudiced against the Lightning Arrester Business simply because it has been used as a swindle by some irresponsible companies. We are glad to say, however, that there is no swindle in connection with "The Townsley System". Their goods are just as represented and are goods that will sell. We find no difficulty in overcoming the prejudices of our customers and getting permission to supply them with Lightning Arresters.

We made very well out of this line this season and are preparing to push the Lightning Arrester Business to the fullest extent during the season of 1910.

Again thanking you for our appointment as representatives of "The Townsley System" for this district, we are,

Yours truly,
M. B. Currey.

The Portage la Prairie Farmers' Mutual
Fire Insurance Company.

Portage la Prairie, Man. Mar. 1, '10.
M. Townsley & Sons,
199 Main St., Winnipeg, Man.

Gentlemen:—In reply to your letter asking for our opinion regarding your lightning arresters may say that to show the faith this Company have in these arresters the President and Manager have led the way by having their farm buildings rodded during the past summer. We might further state that out of the 175 losses sustained by fire, wind and lightning, 83 were caused by lightning. We firmly believe that if all the buildings that were damaged and destroyed by lightning during the past summer had been properly rodded by your arresters, not a single building would have been damaged or destroyed, and therefore the policy holders would have had a smaller rate of assessment to pay, if we had not had to pay out thousands of dollars for losses by lightning.

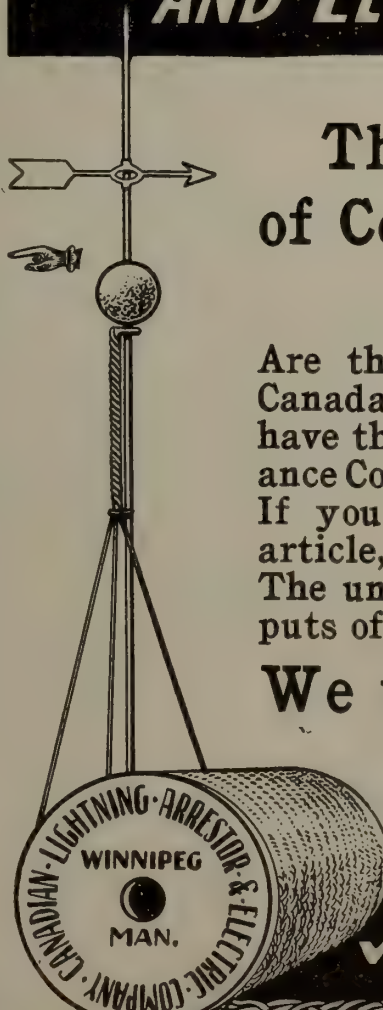
Yours truly,
T.H. Lamont, Manager

THE CANADIAN LIGHTNING ARRESTOR AND ELECTRIC COMPANY

The Townsley System of Copper Cable Lightning Arresters

Are the only goods manufactured in Canada. We are the only people who have the endorsement of the Mutual Insurance Co's and Fire Commissioner in Canada. If you are wanting a new, profitable article, write us at once for particulars. The unsuccessful man in business always puts off until the opportunity has passed.

**We want business men to
handle our goods.**



**OFFICES & FACTORY
199 MAIN ST.,
WINNIPEG · · · MANITOBA
CANADA**

GUAR-
ANTEED

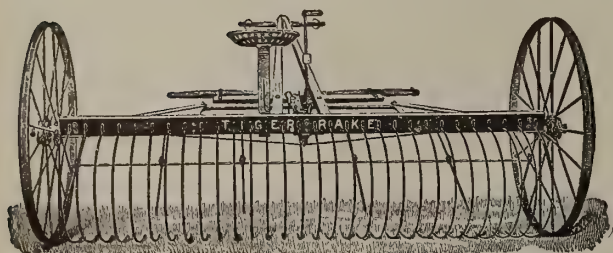
PRO-
TECTION

99%

PURE

COPPER

Seventy Years' Experience Behind These FROST AND WOOD Farm Implements



FROST and WOOD RAKES

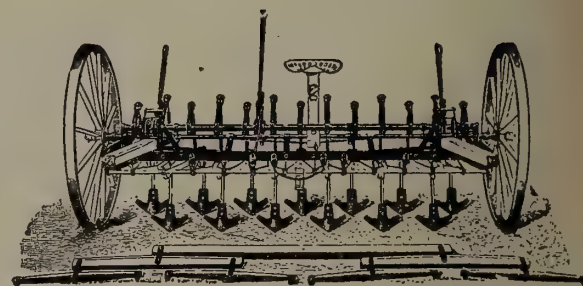
have both hands free, as the raising and lowering of the teeth is very easily done by the foot.

We bend the teeth from a special quality of spring steel and temper them thoroughly so that they are well able to stand the severest strain. These Sulky rakes are built in three sizes, 8 ft., 9 ft. and 10 ft.

Frost & Wood Rakes have a fine reputation among the farmers of Western Canada—see that you represent them.

This sulky rake is made entirely of steel with the exception of the Guide Board and Shafts; it is therefore light but very strong. It has an automatic foot dump which enables the operator to

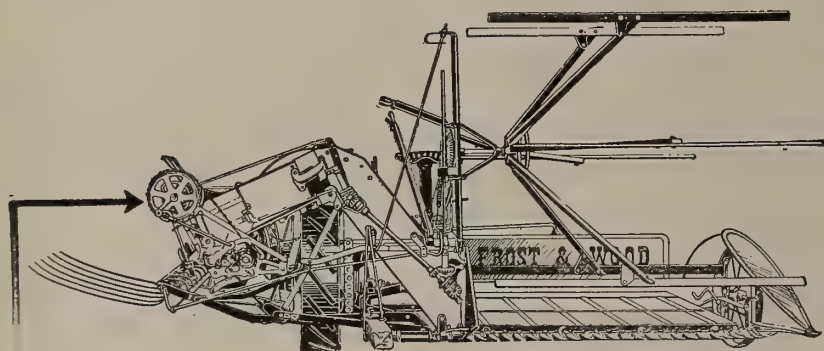
The "Climax" is the strongest Cultivator on the market. The teeth have a stiff joint but if they strike a stone or other obstruction in the ground they will unlock and fly back so that there is very



FROST and WOOD CULTIVATORS

little chance of their breaking. There is a tilting lever on each pole; these, with the pressure lever, regulate the depth of cut.

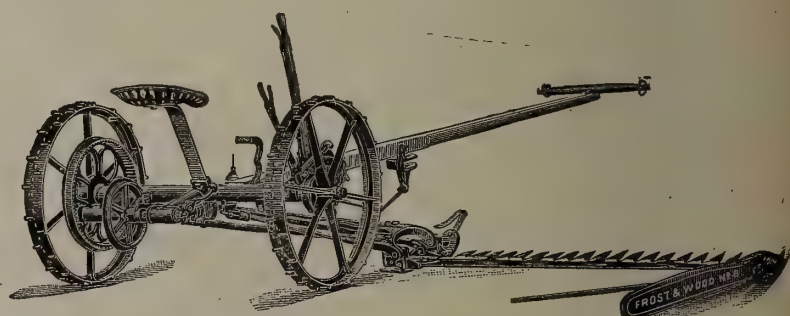
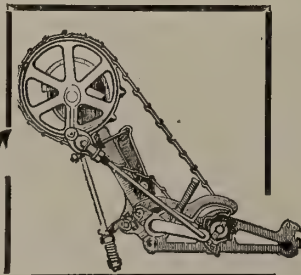
The large, broad tired wheels ensure light draft and smooth running. The excellent quality of the materials and workmanship make this a sturdy, durable machine. Made with 9 teeth (6 ft.) for 3 horses; or 13 teeth (8 ft.) for 4 horses. Standard equipment 2 inch and 10 inch points.



FROST and WOOD BINDER

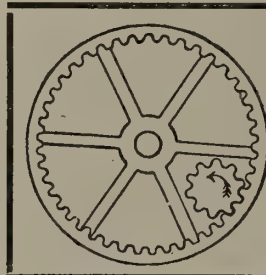
We haven't room to detail all its many excellent merits here, but we do want you to consider one important feature—our Eccentric Sprocket-Wheel.

Notice that there are **three long** spokes and three short ones—based on the old leverage idea, the longer the bar, the greater the power. When the grain is being compressed and tied, the packer arms require all the power they can get to make nice tight sheaves and the chain which drives the Eccentric Sprocket is then pulling over the long arms of the wheel, exerting a steady, powerful draw. After the bundles are compressed and tied the chain has reached the short arms of the Eccentric Sprocket and must therefore travel faster, thus the bundles are discharged quickly and everything is ready again for another bundle to be compressed, tied and discharged. In short, the long arms develop **power**, the short arms **speed**. But get our Catalogue and go into the whole details carefully yourself.



FROST and WOOD No. 8 MOWER

Here's another case where space prevents us giving all the good points, so we urge you to write for our Catalogue if you wish to handle a reliable Mower. Ours are built in various sizes from 3 ft. 6 in. cut to a 7 ft. cut. You will notice that the small gear wheel is inside the large one on what is called the **Internal Gear** principle. Both these wheels travel in the same direction. Now, on most Mowers the gears are arranged exactly opposite, the small gear wheel being on the outside. This is a decidedly bad feature, because the wheels work one **against** the other, causing a great amount of friction, wearing down the cogs and eventually a loose connection. You can easily prove the superiority of the Internal Gear Principle for as soon as you drop the bar and start the team the knives begin cutting. There is no lost motion, no jerks, no backing up—the action is immediate. Our Mower is liberally supplied with Roller Bearings—ensuring long life and light draft. It is made of first class materials and put together by expert workmen. Let us send you the whole story to read at home—free.



Write to Our Sole Agents in Western Canada

COCKSHUTT

Brandon

Regina

PLOW COMPANY,
LIMITED,

Saskatoon

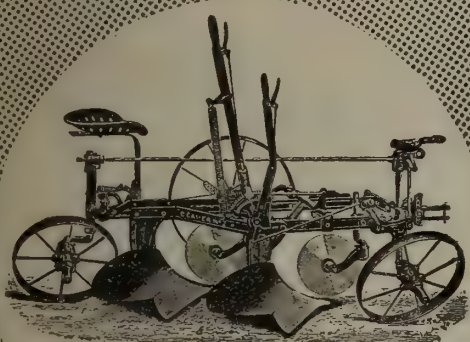
WINNIEPG

Calgary

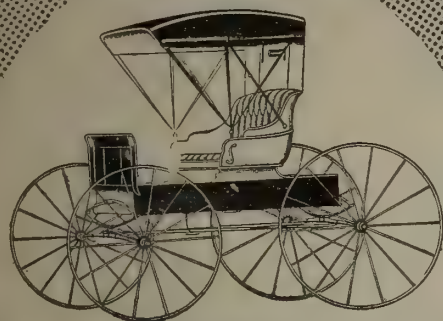
Edmonton



New Jewel Gang



Beaver Gang

No. 216
Either solid rubber or
Cushion TireNo. 422
Either solid rubber or
Cushion Tire

YOU NEVER HAVE ANY TROUBLE SELLING COCKSHUTT PLOWS

Because we've made the quality so superior and the workmanship so thorough that it's simply a question with most farmers of seeing "Cockshutt" on the plow and the deal is settled. You ought to write us at once if our goods are not being handled in your locality.

New Jewel Gang

BUILT entirely of steel and malleable iron—has great strength and durability. The frame, beams, bails, axles and braces are made of high carbon steel—the frame will stand the severest tests which a plow of this kind will ever have to undergo. Steel wheels have long, removable dust-proof bearings with large wearing surfaces insuring long life and small cost for repairs. With hard oil these bearings require very little attention. Land wheel is large and fitted with cushion spring to absorb shocks. This plow is equipped with a high lift attachment, which is worked by the foot, leaving both the driver's hands free to manage the horses. A special device locks the plows up when raised from the ground and locks them down when set for work. This locking device can be arranged to enable the bottoms to rise up when striking an obstruction, a great advantage in stony land. The Jewel Gang is made with 12 in. or 14 in. bottoms, either breaker or stubble (interchangeable).

Beaver Gang

FURROW and rear wheels are connected and controlled from the pole. By this arrangement the plow is easily guided when working or turning at the ends. The levers are so placed that they are easily reached by the operator. It is light of draft, strongly built, and can be worked by anyone. The plow is easily raised by means of lever and spring lift. The Beaver is a very successful light two-furrow riding gang. For 1910 all Beaver Gangs are fitted with steel and malleable standards which are unbreakable.

Do You Wish to Handle a Buggy that looks Attractive —One that will stand Wear and Tear?

If so, you can't do better than put your money in Vehicles made by the Brantford Carriage Co., Limited. We can vouch for the quality because we know that there are no carriages built where the quality of materials and workmanship is better or more conscientious.

No. 216—Brantford Buggy

THE gear on this job is built on a 15/16 inch axle, the springs are the best produced in the country. The Sarven wheels have $\frac{3}{4}$ in., $\frac{7}{8}$ in. or 1 inch tires and screwed rims. Can be supplied with either arched axle as shown in illustration or slightly dropped. The Bailey body loops suspend the body from the springs and are made of forged steel. The body is well braced with steel corners and the Auto seat is far superior to anything on the market. Has Rubber, Leather Quarter or Leather top as desired. Both cushion and back are made with springs—in fact, this job is one of the best appearing, neatest and most durable on the Canadian market.

No. 422—Brantford Buggy

THE general description of this job is similar to No. 216, except that the axle has a high arch and the wheels are low, 36 and 38 inches high. Both buggies have brass nickel plated handle on the seat, also brass nickel caps in the wheel hubs, and there is a rubber mat in the bottom of the body. Both styles can be furnished with solid Rubber or Cushion Tires as desired. No matter what your needs may be in buggies and carriages, we strongly advise our customers to look into the merits of the Brantford Carriage Co.'s goods—they certainly represent the highest value in Canada. We are sole Agents for these vehicles in the West—write us direct if they are not already represented in your district.

COCKSHUTT PLOW CO., LIMITED, WINNIPEG

BRANDON — REGINA — SASKATOON — CALGARY — EDMONTON

Over 200,000 Farmers are Expected to Settle in Western Canada This Year—Get Busy.

Lots of them will want Engine gang plows—being strangers they will naturally seek the advice of their neighbors as to which plow is the most practical plow for Western Canada and most of them will be advised to buy the Cockshutt Engine Gang and no other.



Are we sure of that? Yes, positive, because there are more Cockshutt Engine Gangs in use in the west than all other makes put together many times over, and every Cockshutt Engine Gang is its own best advertisement.

COCKSHUTT ENGINE GANG

What are you doing to meet the great demand for this new business. If our Engine Gang is not now being represented in your territory, don't lose any time writing us for contract.

We have just issued a very fine booklet on the Cockshutt Engine Gang which it will pay every dealer to read thoroughly, because it not only goes into traction plowing in detail, but it contains a large number of splendid plowing scenes and some of the most convincing testimonials that were ever written by farmers to assert the superiority of any implement. Get the booklet if you are interested.

Adams Standard Wagon Has No Equal in Canada

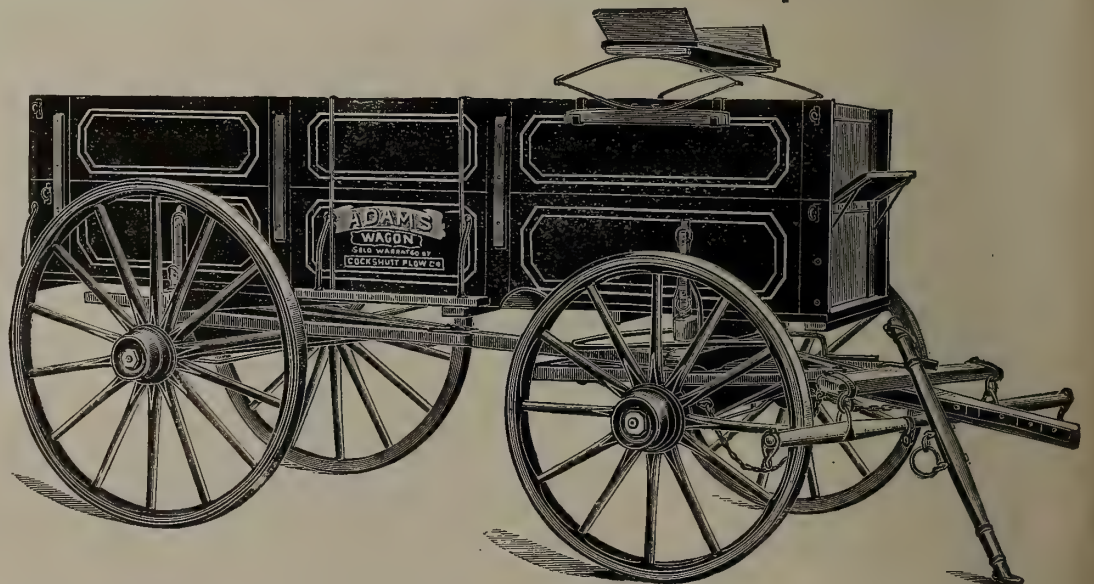
It wears like iron because all the wood parts are thoroughly soaked in the best Linseed Oil, which ensures very long usage. The bottoms are made of fine quality Hardwood or Southern Pine. All Adams wagons have rivetted wheels.

The bottom is well reinforced with seven heavy cross sills and the grain box and sides are also thoroughly braced—all parts fit perfectly and are absolutely grain proof.

Extra heavy Anti-Spreader chains run across the box and the joints are covered with steel grain strips.

You ought to know about the Adams Patent Cast Truss Skein, because its merits are well known to a large number of farmers. The truss extends through the skein and is tightened on the outside by a nut on the point of the skein, which gives the axle a double carrying capacity without extra weight.

No dealer could possibly represent a finer line of wagons than Adams—they are strongly built of first class materials, well painted and have a splendid finish. If you want this Agency for you locality write us quickly.



SOLE AGENTS IN WESTERN CANADA.

COCKSHUTT PLOW COMPANY **WINNIPEG**
LIMITED

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. VI., No. 5

WINNIPEG, MAN., MAY, 1910.

SUBSCRIPTION PRICE IN CANADA } Per Year, \$1.00
Per Copy, 10c.

REPORTING FIELD CROPS AND LIVE STOCK

A writer in the Dominion Census and Statistics Monthly presents an interesting report of the methods followed by the Department of Agriculture in reporting field crops and live stock in Canada. A census of the whole Dominion is taken in the first year of each decade, when every living person on a specified day is recorded by name, and at the same time careful enumerations are made of the areas of land occupied and in crops; of the products of the crops; the numbers, kind and products of live stock, and of the values of real estate and domestic animals. The manufactures, fisheries and mines are also enumerated and the value of products, persons employed and salaries or wages earned are recorded. The first year in this century 8,800 men were employed for enumeration in the field. The compilation of the schedules in 1901 required the work of 200 clerks for one year and 50 clerks for three additional years.

In the middle year of each decade a census is taken of the population and agriculture of Manitoba, Saskatchewan and Alberta, the great grain-growing provinces. It was found that the number of inhabitants had increased by 93 per cent. and the acres in wheat by 103 per cent. during the interval between the census of 1901 and that of 1906. With the data so gathered a sure foundation is laid, and with a large staff of correspondents to report information at regular intervals from all parts of the country the system works admirably.

Areas of crops and numbers of live stock are computed by relative percentage to the last known statistics as a starting point, and products of crops are based on estimated yields during the period of growth, verified by the threshers' returns. Each

census thus furnishes new data for the next period. Every correspondent reports for his own locality, and if a careful observer he is able to calculate with considerable accuracy on the crop areas and number of farm animals in the current year by comparison with the preceding year.

Considerable time is required to procure averages, and long experience is more essential to the reporter than minute and painstaking observation. In the nature of things the farmers themselves are best fitted to form an opinion on the agricultural situation from all points of view. The farmer knows his own business and sticks to it, but he must have certain information, and it is most desirable that it should reach him from a reliable and disinterested source. Grain buyers and others who make crop reports during the growing season are hardly working for the farmer, but rather issuing statements which best suit themselves. The men who work the schemes for inflating or depressing the prices on grain exchanges through the publication of reports can scarcely be credited as safe sources of information.

The main object of government reports on crops and live stock, then, is "to procure and publish accurate information for the use and guidance of farmers all over the Dominion, and so to place producers, buyers and consumers upon a common level in the markets as fully as information on the conditions which regulate prices can guide them."

The correspondents, nearly all of whom are farmers, bear the responsibility and take the credit for much of the success of the undertaking. Each month of the year correspondents are asked to answer questions bearing upon agricultural subjects at that par-

ticular season, in order to bring out the most suitable information. In the month of June, for example, crop areas and number of live stock are called for, and the condition of crops and live stock in relation to a standard, each person reporting for his own locality as compared with the previous year, on a per cent. basis. If the acreage under oats, for instance, is 10 per cent. more, it will be indicated by the number 110; if 5 per cent. less, by 95. In the event of no change in acreage from previous year the number 100 would indicate the fact. In reporting on the condition of crops and live stock correspondents use a standard meaning the condition for a full crop, and as applied to live stock, a healthy and thrifty state. In each case 100 is the standard condition, and five classes of conditions may be reported: "full" by 100 or over; "good" by any number from 75 to 99; "average" by any number from 50 to 74; "fair" by any number from 25 to 49; and "poor" by any number under 25.

The information thus prepared is forwarded to the Census and Statistics office from all parts of the Dominion and then made up and issued by telegraph as bulletins to the newspapers about the tenth of each month.

The system of crop reporting outlined above is not without its critics; generally the dealer or speculator in farm products leads the attack, and it is surprising how much the man with a vicious pen can do towards destroying the value of a report to which thousands of farmers who knew the facts had contributed. There are many ways in which misleading statements do harm to the farmer. For instance:

"In the month of August last year, when the great wheat fields of our Northwest prairies were yellowing for the reaper, a fierce storm of hail swept over the city

of Winnipeg and the country immediately around it. A staff correspondent of one of our best journals in the East was in the city, and next day he wired his paper that at least 700,000 acres of grain had been hailed out in that storm. Next night he confirmed the report of great damage done to crops, but increased the extent of it to a million acres, and both the first and second despatches appeared in black letter type in the best news column of his journal. Who prompted the correspondent is probably known only to two men; but the falsity of it, the absurdity of it, and the mischievous nature of it may be readily conceived. There has not, I am sure, been a hail storm of such magnitude in our temperate zone since the Ice Age. A hail storm two miles wide and ten miles long is phenomenally large; but a storm covering one million acres of crops would extend over a tract 15 miles wide and 100 miles long. As a matter of fact there were three hail storms in the Northwest provinces on the 5th of August, separated by distances of 400 miles; and the total area hailed out at the three centres was only 20,000 acres, or one fiftieth part of the area reported for the storm in Manitoba alone.

"It is against mendacious statements like these that the trained crop reporter and his thousands of correspondents have to contend; and the speculators have a week to work on the market prices before the evil of the statement can be undone.

"Justice walks the earth with leaden shoes. But she moves onward, and Parliaments are as strong to help her as the public opinion behind them. To publish or procure to be published a false or fraudulent report on the condition of crops or live stock calculated to affect seriously their prices in the market places should be made a crime, with a fixed punishment of fine and imprisonment attached. The treatment deserves to be thorough, for the guilty ones offend deliberately and for a purpose."

Automobile Utility Contest.

An altogether new feature of the forthcoming Winnipeg Industrial Exhibition will be a contest for the purpose of demonstrating to the general public what an average motor car is capable of accomplishing in the hands of an average purchaser. The Motor Trades' Association has compiled a set of rules to govern the contest and this is now under consideration by the Exhibition Association. The following will give a general idea of the proposed regulations:

PURPOSE.

1. This contest shall have for its purpose the public demonstration of the safety, reliability, economy, accessibility and general utility of the different makes of automobiles and motor cars commonly carried in stock by the different dealers, or purchasable on the open market.

ENTRIES.

1. This contest shall be open to entry by any individual owner of, or any dealer in, automobiles and motor cars, upon the payment of an entry fee of one dollar, and such individuals may enter as many cars as they see fit, providing each car so entered shall be accompanied by the entry fee, but no one shall have the privilege of entering more than one car of each model in any competition.

2. Entries are specifically restricted to stock cars or those cars listed as regular stock in the manufacturer's catalog, and shall enter the different parts of the contest fully equipped as advertised for sale, with the exception of tops and wind shields.

3. Any changes made on such stock cars, either on body or chassis,

which tend to deviate in any respect from the catalog description of such cars, shall exclude such car from entry or participation in any part of this contest, or if entry has already been made, shall cause the immediate withdrawal of such car and the forfeiture of the entry fee.

DRIVERS.

1. Cars entered in this contest may be driven or operated by the owner or anyone he may designate, but no driver shall have charge of more than one car, and drivers may not be changed after the opening of the contest without the explicit consent of the referee, which may only be given in case of sickness, accident or injury to such driver.

2. The judges shall keep a correct score of all trials on a form to be provided for the purpose by the contest board and at the end of such trials shall announce as the winner that car having the greatest number of points to its credit.

3. One or more observers shall accompany each contesting car during each of the trials and shall take note of and report to the judges immediately on the conclusion of such trials, the performance of such car.

CLASSIFICATION.

1. Entries shall be divided into five general classes, as follows:

- (a). Cars of 160 cubic inches piston displacement and under.
- (b). Cars of 161 to 230 cubic inches piston displacement.
- (c). Cars of 231 to 300 cubic inches piston displacement.
- (d). Cars of 301 to 450 cubic inches piston displacement.
- (e). Cars of 451 cubic inches piston displacement and over.

TRIALS.

1. The trials shall be divided into four general parts as follows:
 - Tests of safety.
 - Tests of economy.
 - Tests of reliability.
 - Tests of accessibility.

SAFETY.

1. Cars shall be driven around the course so as to cross the tape at a speed of 20 miles per hour. Foot brake shall be set on crossing tape and distance measured from most forward part of car back to tape on coming to a full stop.

2. Same as (1) except car shall be stopped by use of emergency brake.

3. Same as (1) except car shall be stopped by use of both brakes.

4. Car to be driven over tape at 20 miles per hour, both brakes set, car reversed and driven back to tape. Elapsed time between first and second crossing of the tape to be noted.

5. Car to be turned around always moving in a forward direction, through an arc of 180 degrees. Distance between outside wheel tracks at greatest diameter of circle to be measured and noted.

ECONOMY

1. Each car to be provided with a small can mounted at some convenient and accessible place, provided with proper connections to carburetor and filled with one gallon of gasoline. Cars to run at a rate of not less than 15 miles per hour until supply is exhausted. Besides observer, car may carry as many passengers as driver sees fit, but results will be measured in total ton miles, according to certificate of weight taken at city scales and bearing serial number of car.

RELIABILITY

1. Cars to be run for one half mile on high speed. Car making slowest time without stalling motor to be considered winner. Start to be made by crossing tape on high speed.

2. Cars to be raced for one half mile around track on first gear below direct.

3. Cars to be raced through 100 yards of loose plowed ground or sand, or to pull a dynamometer while readings are taken.

ACCESSIBILITY

1. Cars to be lined up at such places as the judges may designate in full stock equipment, and at a signal drivers shall obtain necessary tools from tool box and expose gasoline tank, and remove plug for inspection. Elapsed time to be noted.

2. Remove cover plate of timer or distributor for inspection.

3. Uncover and examine battery connections of car.

4. Expose differential gear for inspection.

5. Remove transmission gear case cover, and expose gear set.

6. Remove crank case handhole covers and expose all connecting rod bearings, crank shaft end.

NOTE—In each of the above tests no tools shall be used except those regularly supplied with the car, and after each test such tools will be restored to their proper places on the car. Drivers or operators will have no tools in their possession until after the signal to start is given.

SCORING

1. Cars shall be rated as first, second, and third in each class for each individual test.

2. A first place shall count three

THE STANDARD by which OTHERS are JUDGED

is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

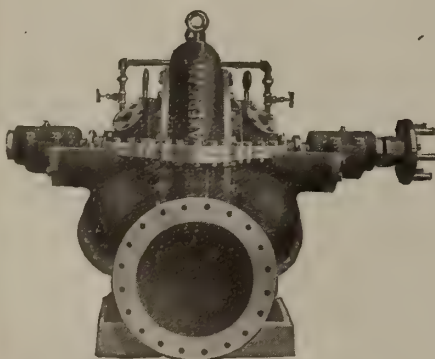
"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type.

Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



points, a second two points, and a third one point.

3. At the conclusion of the contest that car having the most points to its credit in its class shall be announced as the winner of that class.

4. The car having the greatest total number of points to its credit shall be considered the grand champion of all classes.

PRIZES

There shall be a first, second and third prize for each of the five classes, and a grand championship prize to be contested for by cars in all classes. Prizes are to be such as the Exhibition Board shall hereafter designate.

In addition to the contest proper, which is designed to extend over parts of four days, one class of trials being put on each day, there will be an automobile parade and a matinee-race meeting the first day of the Exhibition. Plans for the parade have not been fully formulated as yet but the events for the race meeting have been catalogued and are as follows:

1. Five mile race for cars of class A.
2. Five mile race for cars of class B.
3. Five mile race for cars of class C.
4. Ten mile race for cars of class D.
5. Mile electric car race, open.
6. Ten mile motor cycle race, open.

The Frayer-Miller Blower-Cooled Motor Truck.

A noticeable advance in the motor field of Western Canada is evidenced by the introduction of a three-ton truck brought in by Joseph Maw & Co. for the J. H. Ashdown Hardware Co.

This car is equipped with the famous Frayer-Miller Blower-Cooled Motor, which is a very decided improvement over the regular, or old system of air-cooling, inasmuch as each cylinder is subjected to a heavy, forced draught of cool air, ensuring ample cooling in the hottest weather, and at the same time regulated by the speed of the engine.

It is claimed for this engine, that besides being able to operate successfully in all kinds of weather, winter as well as summer, it is much more simple than others, and ordinary troubles are reduced to a minimum. There are no pipes or pumps, no heavy, complicated mechanism about this system. The

Frayer-Miller Blower-Cooled Motor is automatically and positively maintained at the proper operating temperature. There is no danger either of over-cooling or over-heating, and the motor reaches an economy of fuel and oil never before attained in any other type.

This motor will shortly be seen on the streets of Winnipeg and Joseph Maw & Co. are now stocking these motor trucks in chassis only, allowing any style of body being built here.

Regina.

Messrs. Haug Bros. & Neller-moe, Canadian Jobbers of Avery Mfg. Co. Engines, Separators, Feeders, Weighers, Wind Stackers, Steam Plowing Outfits, etc., have purchased Lots 1 to 20 in block 185 and will erect a large warehouse on this site at once. They will make Regina their headquarters.

The weather for the past month has been very favorable for seeding operations, though somewhat changeable. In this district we were fortunate enough to escape the snow storm which visited Manitoba and the eastern portion of the province recently, the storm here taking the form of very high cold winds. There were several sharp frosts at night, the thermometer registering as much as eighteen degrees of frost, but as far as can be learned no serious damage has resulted. The wheat in some cases was up several inches before the frost, but though it is frozen back

farmers do not consider this a drawback, as it has the effect of making the grain stool out better. The wheat is all in now and wheat seeding was practically finished everywhere in this district before the end of April. Farmers are not in any hurry to put their oats in, as there is time enough for these.

The annual meeting of the Regina Implement Dealers' Association was held on Saturday, April 2nd. Supper was served at the King's Hotel, after which the meeting took place in the Board room of the Greater Regina Club.

The following officers were elected for the year: President, G. T. Forsyth, of the Massey-Harris Co.; Sec.-Treas., J. B. Minhinick, of the Cockshutt Plow Co.; Executive, George Hinchley (Waterloo Manufacturing Co.), G. S. Lowell (Reeves & Co.), J. J. Bryan (Tudhope, Anderson Co.), W. P. Wells (International Harvester Co.). The Association intends to hold regular monthly meetings.

Fuller & Johnson making Big Strides.

The Fuller & Johnson Mfg. Co., of Madison, Wis., are in the midst of a period of expansion. There is now under construction a large two-story office building and an addition to the gas engine department. Many new time and labor-saving machines have been installed and oil has been adopted for fuel in the factory in the place of coal. One remarkable machine turns out from 1500 to 1800

vehicle tongues daily, each tongue passing through the machine but once. Painting is done by the trolley system, which grabs up a bundle of parts, such as tongues or wheels and puts them through a paint bath. A new building is now in use especially for the manufacture of their famous farm pump engines with an output of 40 engines per day.

Fuller & Johnson products are sold in Canada by the Brandon Implement & Mfg. Co.

The man that has ceased to go up intellect valley has begun to go down.

The more various your mental diet, the more inexhaustible will be your mental resources.

YOU MAKE MONEY HANDLING Corrugated Portable Granaries

Fire, Lightning and
Storm Proof.

Absolute protection
against vermin.

Write for Particulars.

Metallic Roofing Co., Ltd.,

TORONTO and WINNIPEG.

Western Canada Factory,

797 Notre Dame Ave., Winnipeg

1909 WAS A RECORD BREAKER FOR SALES OF

OUR NEW No. 7 CULTIVATOR

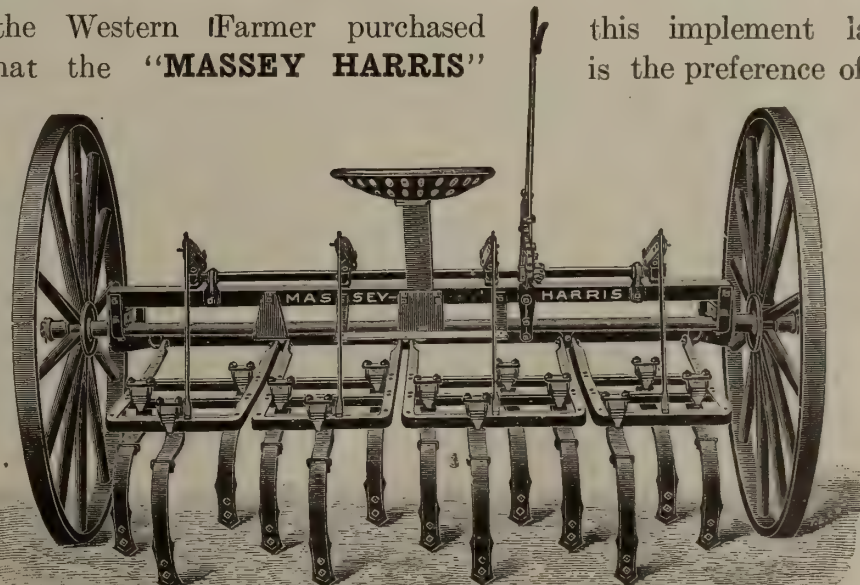
The way the Western Farmer purchased signifies that the "MASSEY HARRIS"

this implement last season is the preference of the West.

Be the Cultivation shallow or deep it is always uniform.

A single lever raises gangs or applies pressure. Each gang has independent action.

Cultivator is nearly all high Carbon Angle Steel.



Wheels are extra strong, have large diameter and broad face.

Reinforced steel spring teeth.

Adjustable hitch overcomes neck weight.

Regular points are reversible, giving double wear.

Buy a "MASSEY-HARRIS" and Sign the Death Warrant of all Weeds on Your Farm

FURTHER DETAILS OF AGRICULTURAL MOTOR COMPETITION

Since the rules and conditions of the Motor Contest at the forthcoming Winnipeg Industrial Exhibition were made public a number of enquiries have been received by the executive relative to details which were, perhaps, not made clear at the outset. In our last issue we printed the rules and conditions in full as originally adopted and we are now in a position to give further authoritative information in regard to the contest.

Engines will be rated according to the brake horse-power developed in the maximum half hour test. During this test measurements will be made of each engine and horse power calculated therefrom in order to keep a check on any manufacturer holding his engine down in order to get in a lower class.

Engines in all classes developing over 20 horse-power and under 21 brake horse power will be placed in the 21 brake horse power class.

Fuel consumption will be based on the cost of fuel consumed. Fuel to be furnished by the Association at Winnipeg prices. Either kerosene or gasoline may be used in the case of internal combustion engines.

Plowing test will be on level ground in tough gumbo sod. Furrows probably a mile in length, and each engine must make one round per hour without replenishing fuel and water. Fuel and water may be taken on

at the end of each round.

Consumption of fuel and water will be noted but will not form part of score. It will serve as a check to determine whether the engine is working at full capacity.

The hauling competition if possible will be over a mile course and the Association will endeavor to arrange the course so that the last engine will have practically the same kind of track as the first.

Penalties will be incurred through loss of time occasioned by stops. Breakdowns through faulty construction will incur demerit marks, the penalties being left to the discretion of the judges.

In the plowing contest cost of fuel will be reduced to a basis of dollars and cents. Labor will not be taken into account. It is up to the manufacturer to provide sufficient help to manage the plows, but where this would exceed what an average farmer would employ careful consideration will be paid to cost of labor. This will not in any way form part of the score.

Straightness of furrow, evenness of depth and finishing at the ends are taken into consideration, but only so far as the engine itself is responsible.

Water consumed in the plowing contest will form part of the score.

Pressures allowed will probably be those determined by the Alberta Law for Pressures.

An important condition of

entry is that each contesting engine must completely plow the entire amount of land allotted to it, this amount being proportioned to its horsepower. The duration of the plowing test will probably be six hours or more, dependent on the total number of entries. A four horse team will do one or two days' plowing in the contest field for the purposes of comparison with the traction work.

Manitoba Corn.

The question whether corn can be profitably raised in Manitoba is causing much interest. As far as our cousins across the border are concerned the answer up to a few days ago would have been a very positive negative—if such an anomaly of speech may be allowed. But now comes news from Fargo, N. D., that a sample of corn grown near Winnipeg and exhibited at the North Dakota Corn Show by the Winnipeg Free Press is just as good a product for fattening hogs or cattle as that which is grown in Kansas and Missouri.

The Canadian exhibit of corn held a conspicuous position at the show and attracted much attention from hundreds of visitors. The British flag on each side of the exhibit, together with the legend: "Grown in Western Canada by the Free Press, Winnipeg," told the tale at a glance. According to Professor G. W. Randlett, promoter of the corn show, "There's

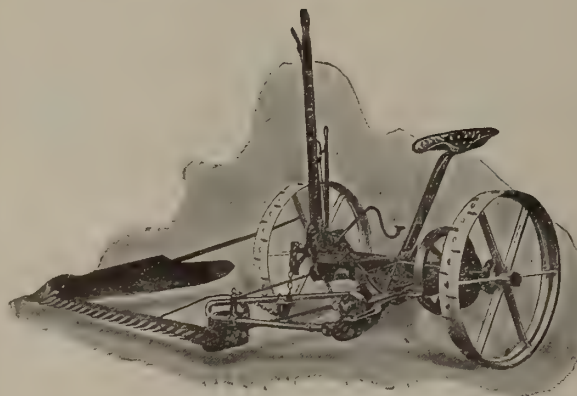
no necessity for argument, the fact is established. This corn is fully ripened and very well developed. While the ears are not as long as they probably would be if grown farther south, the showing made is excellent."

Every person who saw the exhibit came away fully convinced that corn can be grown in Western Canada. This is all the more surprising in view of the fact that a comparatively short time ago few believed that corn could be profitably raised in North Dakota, and the main object of the show was to demonstrate to the general public that there is no doubt about this fact.

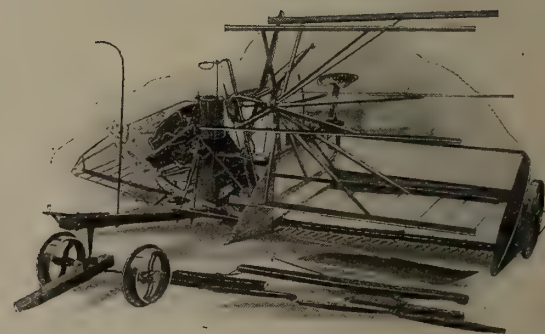
To the Western Canada implement dealer the possibility of corn being raised on a considerable scale is full of interest. Special implements are necessary for cultivating and harvesting this cereal and a new field of business for the implement man would be opened up.

The corn belt has been gradually but surely extending northwards and it is almost a certainty that if the young corn could have a month's extra growth in the early spring it could be made a general success. This could be accomplished by growing the corn in beds under a temporary shelter until danger of frost is past, when a transplanting machine would set the young plants out at proper intervals. At the present moment the transplanting machine is absent from this market but signs are not wanting that it will be in evidence just as soon as there is likely to be any demand for such an implement.

Sell
NOXON



**Binders,
Mowers,
Rakes,
Harrows and
Cultivators**



**They are money savers
and money makers.**

DEAL DIRECT.

The NOXON CO., Ltd., Ingersoll, Ont.

"HARNESS"

We have just received another

CARLOAD

of farm lumber and light carriage harness at our Winnipeg Warehouse and can fill all orders with dispatch.

"CARRIAGES"

Top Buggies, Bike Wagons, Road Wagons, Surreys, Traps, Democrats, Carts, etc.

LET US HAVE A TRIAL ORDER.
WE KNOW WE CAN PLEASE YOU.

Heney Carriage and Harness Co.,

LIMITED

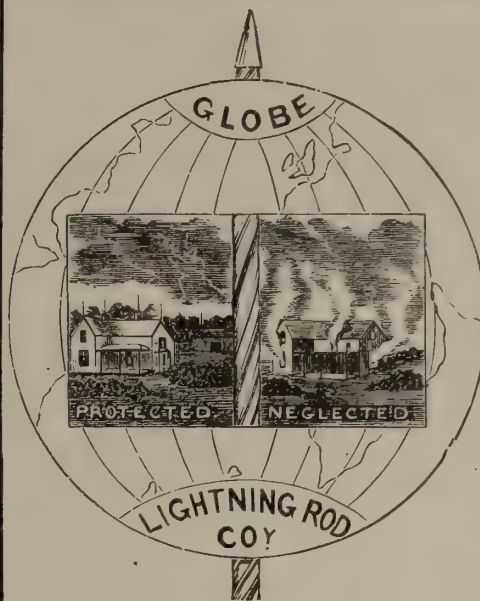
WINNIPEG, MAN. MONTREAL., P.Q.

Wanted

LIVE DEALERS

To Handle Our Cop-
per Covered Steel
Centre Lightning Rod.

The Oldest Established
Business of this kind in
Canada.



Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

Write To-day For Samples and Full Particulars.

Hamilton Brass Mfg. Co.,

(Successors)

Hamilton

Ontario

"IDEAL"

Gas and Gasoline Engines

1½ to 50 H.P.

Stationary, Mounted and Traction

Imperial Windmills.



Are prize winners. A Canadian product. Very few parts. Simple in action. Compact and strongly built. No bolts, no crank pin in engine. Only two bearings. Self oiling. Will stand any storm.

Maple Leaf Grinders

13 inch size has a capacity of a ton an hour. Substantially built. Felt packed bearings insure perfect lubrication. Highly finished, carefully inspected. Designed for threshers, custom grinding, etc.

Ideal Vertical Engines

Small, light, reliable, inexpensive, for Pumps, Cream Separators, Churns, Spraying Outfits or other light machinery. Water cooled, four cycle. Thoroughly tested at factory.

We Make and Sell

GALVANIZED STEEL PUMPING WINDMILLS

8, 10, 12, 14, 16 and 20 feet

GALVANIZED STEEL TOWERS

For all purposes

GALVANIZED POWER WINDMILLS

12, 13, 14, 15 and 16 feet

GRAIN GRINDERS

Five Sizes

CONCRETE MIXERS

Two Sizes

IRON PUMPS

Lift and Force

WOOD TANKS

All Styles

BRASS CYLINDERS

All Sizes

WATER PIPES and FITTINGS

Plain or Galvanized

STEEL FRAME WOOD SAWS

Goold, Shapley & Muir Co.

Brantford

LIMITED

Winnipeg



Ideal Vertical Gas or Gasoline Engine
1½ and 2½ h.p.



Maple Leaf Grinders

Made with 8, 10, 11, 13 and 15 in. plates.

Manitoba Dairying.

During the year 1909 butter and cheese were manufactured in Manitoba as follows: Dairy butter, 6 million pounds; Creamery butter, 2,613,595 pounds and cheese 1,451,824 pounds. Upwards of 3 million pounds of dairy butter were marketed during the year and probably as much more was consumed in the rural districts. Large quantities of milk and cream unchanged are also consumed and dairy farmers profit to a considerable extent by the sale of these commodities.

The cheese industry is practically confined to the more thickly settled districts where large quantities of milk are available. According to Professor J. W. Mitchell, provincial dairy superintendent, of the Manitoba Agricultural College, the quantity of cheese produced could easily be doubled under improved conditions. In quality the Manitoba cheese is excellent where the milk is properly cared for and manufacturing conditions are right. The milk is found to be richer than in the eastern provinces and with proper treatment a full flavored, rich cheese is produced.

Co-operative dairying in the

greater part of Manitoba is carried on through the medium of the cream-gathering creamery, which serves large areas, and where the factory is well equipped a large quantity of product, uniform, and of superior quality, can be manufactured. The cost of production is reduced, the product is better cared for until marketed, and sells for a higher price.

During recent years the tendency has been for the cream to pass into the hands of a few large creameries in the province, six of the largest of these being credited with the manufacture of some 2 million pounds of butter during 1909.

This system has the advantages accompanying the manufacture of butter on a large scale, but there is the problem of how best to reach each producer and stimulate his interest in keeping up a high standard of cream in order that a correspondingly good quality of butter may reach the consumer.

It is well-known that cream should be cooled the moment it leaves the separator, in order to be in the best condition for butter-making. In fact, to get the best results cream must be as sweet and clean, and free from fermentation

as possible when it reaches the creamery. In this regard the discrimination made by express companies in the rates between sweet and sour cream is a serious matter, for a very large proportion of the cream handled by creameries is shipped by express.

The Dairy Department of Manitoba Agricultural College propose to adopt a system of monthly tests of the cows of any herd during their lacteal period. The method is to weigh the milk of each cow during three days of the month, say the 10th, 20th and 30th, the weight being recorded on a report form, a sample of the milk is also taken at the time of weighing and preserved in a test bottle kept for each individual cow. At the end of the month the report form and samples are sent in to be examined and tested. The monthly output of each cow is calculated from the yield given on the three test days. A Babcock test is also made of the composite sample to determine the average percentage of fat in the milk. From these data the number of pounds of fat produced by each cow per month is arrived at. The report form is then completed and the test bottles scrupulously cleaned and returned to the

farmer for future use. At the end of a year the owner of a herd knows approximately what each cow is producing and whether she is worth keeping or not.

The Department expects to be able to supply the report forms and test bottles free of charge and to make the tests and fill out the report forms. They hope a number of cow owners will take advantage of the opportunity provided to test their herds and weed out the unprofitable cows.

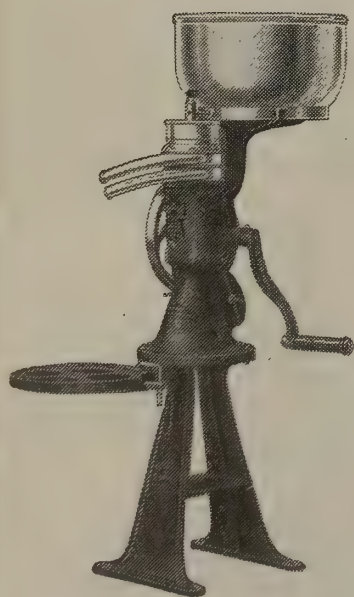
As an example of what a pure-bred cow can produce in the way of human food the Farmers' Advocate gives a report of the performance of a Holstein cow owned by the dairy department of the University of Missouri. This phenomenal animal in one year produced more human food in her milk than is contained in the carcasses of four steers weighing 1250 pounds each. The cow referred to produced 18,405 pounds of milk. The following comparison shows the amount of edible matter in the milk and in the carcass of a fat steer:

	The milk.	The carcass
Proteid	.....552 lbs.	172 lbs.
Fat	.....618 "	333 "
Sugar	.....920 "	"
Ash	.....128 "	43 "
Total	2218 lbs.	548 lbs.

A Little Separator Talk With You.

Last Year over 40 per cent. more Cow Owners bought Machines of

The Empire Line



than ever before in the history of the Company. When you consider that every year of the last twenty years has shown an increase of sales, and that hundreds of thousands are now using the Empire, it looks as if there was certainly something "doing" for the dealer handling these popular machines.

How about you? Are you getting the business in your locality you would like to? Have you a winning leader like the Empire to bring customers into your store? If you are interested let us have a Postal from you saying so.

Just consider what an Empire dealer has to offer. He has the two really good, actually standard methods of separation.

The Frictionless Empire (The Only Cone Machine)

The Empire Disc (The Perfected Disc)

He doesn't have to force one kind on a cow-owner, but on the other hand, the cow-owner can **TAKE HIS CHOICE** of the best of the two standard kinds.



You are not binding yourself to anything when you write us, and yet, a Postal to us may mean a big profit to you.

Empire Cream Separator Company of Canada, Ltd.

Winnipeg, Man.

Toronto, Ont.

The carcass of the steer showed on analysis 56 per cent. of water, leaving 548 lbs. of dry matter, in which is included hair and hide, bones and tendons, internal organs—in fact, a considerable portion of the animal which is inedible. The cow produced sufficient proteids for more than three steers; nearly enough fat for two; enough ash to form the skeletons of three, and, in addition, 920 pounds of milk sugar, which is as valuable for food purposes as ordinary sugar.

These figures are sufficient evidence of what a cow can be made to produce—all conditions being favorable, and although it is an exceptional record it is an object lesson worthy of note.

Cream Exports.

Cream is admitted into the United States under a duty of 5c. a gallon, and a writer in the New York Produce Review says that no attempt will be made to correct what he calls this error on the part of the framers of the tariff laws. I am informed on good authority, he says, that quite a number of factories within reasonable distance of our

northern line have already contracted their output of cream to buyers from the states. In one section so many contracts have been made that the Canadian operators in cheese and butter are getting somewhat alarmed. They are figuring out a considerable loss in the output of cheese and this surely means higher prices for the product than any of the Canadian exporters figured on. While no one likes such a discriminating law as the one under which we are now operating it will help the eastern markets, especially, to get a better supply of cream and this may in turn result in more of our own cream being made into butter. At this stage of the game no one can predict with any degree of certainty the extent of this business, but I am inclined to think it is a matter that should be followed closely as it may prove to be an important factor in our butter supply before the season is over.

A reciprocal treaty with Canada which would permit both butter and cheese to pass back and forth between the two countries without duty would be a splendid thing.



The "Flour City" Tractor



Twice Winner of the Gold Medal in the Winnipeg Contests



A General Farm Engine of the most Modern Design.

The Acme of **STRENGTH, LIGHTNESS** and **DURABILITY.**

OUR CATALOG TELLS ALL ABOUT IT.

KINNARD HAINES CO.

830 44th Ave. No. & Bryant,
Minneapolis, Minn.

Ontario Wind Engine & Pump Co. Ltd.

WINNIPEG

Dominion Sales Agents

CALGARY

CREAM SEPARATORS

Why not ask for The DeLaval Agency

If you are in the business of selling farm machinery and implements, you can't afford to be without the agency for the BEST cream separator, if possible for you to secure it.

Everybody today appreciates the big money and labor saving features of the farm separator. It is no longer a novelty but a generally used implement wherever milk cows are found. Furthermore, the cream separator is an especially good selling proposition for the reason that it is an all-the-year-round machine. It will earn money and save time and labor for the user every day he has milk to skim and that means every day in the year. Consequently, separators can be sold every day in the year, unlike practically every other farm implement which can be sold only in certain seasons.

Again, the cream separator provides an excellent means of bringing the dealer in closer touch with his customers and their families. The cream separator is of interest to the housewife and everyone about the farm. It is a modern necessity that increases the wealth and promotes the happiness of every cow owner and his entire family.

Therefore, why not ask for the DE LAVAL agency? There are a hundred good and sufficient reasons why you should sell DE LAVAL cream separators. With a reasonable amount of work, profit and satisfaction are sure to come to every DE LAVAL agent.

We want the best dealers and agents everywhere to sell DE LAVAL machines and the best dealers and agents cannot afford to sell any separator but the DE LAVAL. The DE LAVAL agency in any community is a recognized HALL-MARK of prestige and responsibility for the man or concern holding it. Manufacturers and jobbers and their travelers in other lines seek his patronage on that account.

1910 is proving another year of tremendous DE LAVAL success. The active selling season is now at hand and it is time to begin reaping the harvest of sales. There are still many territories not covered or not as well as they should be. Agency applications are cordially invited and will be carefully considered as fast as the DE LAVAL traveling representatives can get to them.

THE DE LAVAL SEPARATOR CO.

Montreal WINNIPEG Vancouver

Local Clubs are Potent.

If all dealers were aware of the benefits of local organization there would surely be many clubs scattered throughout the provinces, and the idea already has assumed a concrete form in certain parts of the country. Members of the trade are realizing more and more as time goes on that their individual welfare is served by intimate acquaintance. Harmony is very necessary in a town where there are, say, half a dozen implement men, representing, perhaps, as many wholesale houses, and the local club is the best medium to bring about good fellowship among competitors. In proof of this statement, we may remind readers that there is a hearty friendship between the great jobbing houses in those cities or distributing centres where they meet frequently to discuss topics affecting one and all. If the retailers would but follow this example there would be fewer men dropping out of the business. To play a lone hand demands a good deal of courage, shrewdness and tenacity—qualities which are not lacking in the ranks of implement men—but no single individual can accomplish much, either for himself or for the trade as a whole, particularly if he incur the enmity of his fellow dealers. Friction is certain to occur where a dealer takes a stand so independent, in the matter of prices and terms, for example, as to cause competitors to shun him altogether. More than one man has been actually "run out" of the business through such tactics.

The local club offers a solution of many vexing business problems. The dealer gets into personal touch with those in the same line of business in his home town—on the same street. He is able to impart and receive information which otherwise might reach him, to say the least, in a distorted form, and the friendly confidences thus established have a lasting influence on his business principles. After the ice has been broken by but a single meeting of this kind a dealer feels free to confide in his neighbor when necessary, and as the meeting comes to be a regular affair this feeling gains great strength from the fact that each member knows what the attitude of the others is toward the problems which are constantly arising.

In the matter of credits it would be a very great advantage to a community of dealers if they could, as it were, pool their experiences and form a mutual information bureau somewhat along the lines of the great commercial agencies. This could have for its main feature a list of neighboring customers tabulated and arranged with regard to their credit standing. In this way the undesirables, or bad payers, would be known to all concerned and the chances of making bad debts minimized. Even if no definite resolutions are reached in the early stages of local organization much good will result from the breaking down of that barrier, that stone wall of reserve, which too many implement men maintain between themselves and their competitors. The "dead cut" will give place to the cheery

greeting, the old cut-throat policies will take on a contemptible aspect and dealers will have made a good step towards becoming better business men and better citizens.

Then there is the added value of such experience to the larger or central association. Nothing can make for a live, powerful association more than mutual intercourse amongst its members during the periods between the greater meetings. What a fund of useful knowledge could be disseminated at an annual meeting of the parent body if every member brought with him the experiences gained during a year in which his local club had foregathered, say, once a month. Looking toward ideal conditions such as these one can see the difficulties, which at present confront the trade, fade away like mist before the morning sun.

The local club is a mighty factor for the benefit and prosperity of the trade. Every aggregation of implement men who wish to improve conditions should have one, and there is no time like the present to take the initial steps. Put your trade on a sound basis. Get away from malice, uncharitableness and confusion. Start a local club, and get every implement man in your vicinity to join if possible.

Edmonton.

The Edmonton district is busy. Seeding operations are claiming the attention of the farmers; most of the wheat has been sown, and a great deal of the oats. Some farmers are in a quandary as to

how to treat the early coming of spring, and whether to put their seed in now or later. Such an early spring is unique, and old residents admit never having seen a spring like it in the history of the district. Business is good, the implement dealers and others report doing a heavy trade exceeding all previous records. Contractors in the city predict a very busy season in the building line; already several large blocks are in course of erection, amongst them being several splendid buildings for some of the leading banking institutions. The demand for labor is very strong, it being almost impossible to procure men. Hundreds are being brought in from outside places, and these are being rushed to the construction camps of the different railroads.

The sittings of the Royal Commission investigating the deal of the Alberta and Great Waterways Railway are holding the attention of this city and of the entire West. The sessions are being held in Edmonton, and considerable evidence bearing on the letter files of the different government departments has been taken. Several of the leading witnesses who were to be here for the investigation have failed to put in an appearance and the public are beginning to feel that unless these gentlemen are brought before the commission, the results of the investigation will be of little use.

Mr. Cy. McMillan, head shipper for the International Harvester Co. at Edmonton, who has been seriously sick for the past two weeks, is around again, wearing the same genial smile.

Owing to the early spring the



The Goods that People Want

RAYMOND LINES

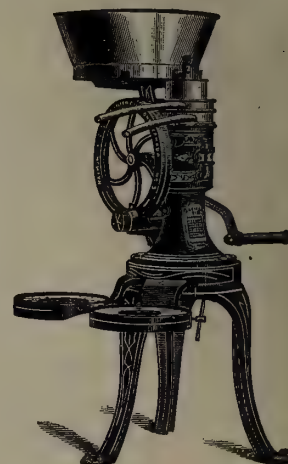
Raymond Sewing Machines

are the oldest, best known, and best liked in Canada to-day. Fifty years the leaders. The demand for the Raymond has never been as large as it is to-day.

There is a reason.

National Cream Separators

are business getters because they do more than is expected from a cream separator, last longer, run easier and skim cleaner. Easy to sell and when sold you have satisfied customers.



Write for Catalogue and Agents' Terms
Raymond Manufacturing Co., Ltd., of Guelph
 312 Donald Street, WINNIPEG

automobile business has been good. A great many citizens of Edmonton have bought machines this spring. The Edmonton Garage, of which the Bellamy Co. are the proprietors is well along towards completion, and when finished will be one of the best equipped garages in the West. Mr. Clare Watts who has had considerable experience in this line, is the manager.

Splendid progress is being made on the steel work of the new parliament buildings. The rotunda and the dome are nearly finished and ready for the brick work. It is expected that the construction on the assembly room will be so far advanced as to enable the government to hold the sittings of the legislature for next year. It will be four years before the entire building is completed.

Mr. J. F. Jones of Chicago, division manager of Inter. Har. Co. of America was in Edmonton for a few days on one of his annual trips.

The Inter. Har. Co. are about to make arrangements for their collection department at Edmonton. They are fitting up offices in the Bellamy Co. Block. Formerly the collections of the Edmonton district were conducted from Calgary.

Mailing List a Valuable Asset.

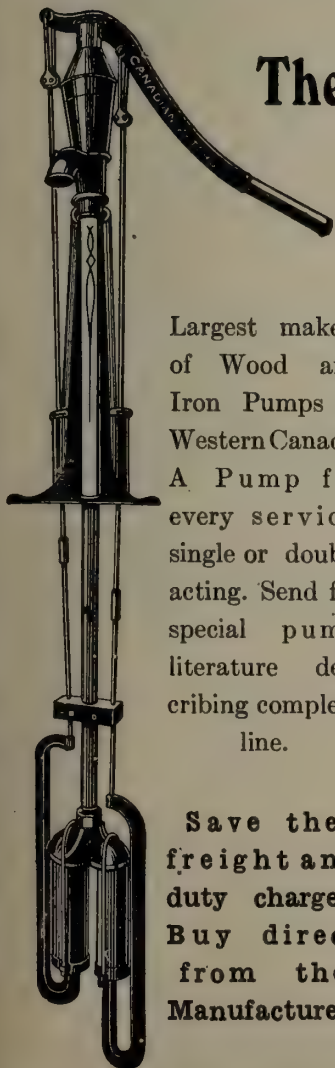
Every retailer should have a mailing list embracing not only his customers but all those who might be customers some day. The compilation of the list will take considerable time but, once completed, a little attention keeps it up-to-date, and its value is untold. Among the sources available for making up a mailing list are directories, voters' lists, tax lists, etc. There will be a certain proportion of names obtained in this way which will be useless, however, and as a foundation a dealer cannot do better than make a complete list of all people who have at any time purchased his goods. This can be obtained from his regular books and it should present no difficulties. Unknown persons who make a visit to his warehouse in a prospective way will, of course, be engaged in conversation and a little diplomacy will furnish the opening needed to obtain their names and addresses.

A card index alphabetically arranged is necessary in order to make the best use of the mailing list. The cards should contain the greatest amount of informa-

tion possible, in addition to the name and address. Such items as nature of purchase, date and price paid should not be forgotten; the index then serves as a ready reference to any transaction.

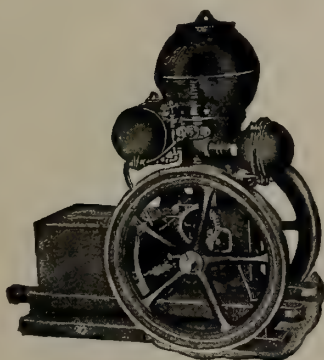
The dealer who has his mailing list completed is now in a position to use circular letters, leaflets, invitations and all kinds of advertising matter in addition to his regular newspaper ad. A personal letter every few months drawing attention to some seasonable line is a wonderful business getter. Old customers, who are acquainted with the dealer and know the goods he handles, will pay more attention to the personal letter than to any other form of advertising. The newcomer also is likely to find this mode of appeal more attractive. In most of the large towns there are concerns which make a specialty of printing fac-simile typewritten letters, and dealers would do well to have their own letterheads with the personal letter or circular printed in typewriter thereon. The cost per 100 is moderate, and a cleaner, more satisfactory job is assured than with an ordinary typewriter.

Mail order houses secure trade by using no more aggressive methods than those mentioned here. Their life blood is their mailing list, and through its channels they keep pounding away with catalogs, circulars, correspondence and samples until the recipient is convinced that there must be something worth while about the goods, and eventually he is induced to buy. Most likely one trial of the catalog house will be sufficient, but our point is that the persistent use of the mails has landed a customer—if only for a single purchase—at a minimum of cost to the vendor. Why should not the dealer, who knows most of the neighboring farmers personally, get in line and take a leaf from the book of the mail order house? He is on the spot with the goods, he does not make cash down a necessary condition of doing any business, and he has a better quality of goods for sale. It only remains for him to get his line before the public in some way, and we believe the mailing list and follow-up literature to be a very valuable adjunct to the usual methods of capturing business.



Largest makers of Wood and Iron Pumps in Western Canada. A Pump for every service, single or double acting. Send for special pump literature describing complete line.

Save the freight and duty charges. Buy direct from the Manufacturer.



7 h.p. Vertical (Hopper-Cooled.)

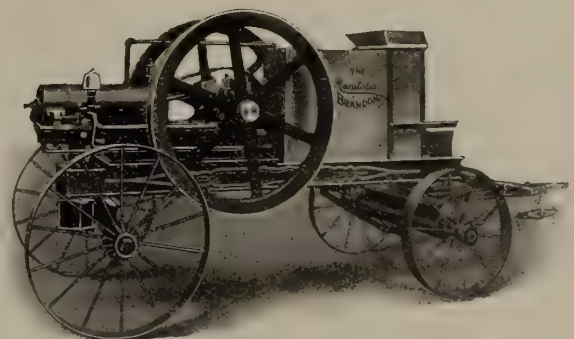
Send for Special Catalogue Describing our 45 h.p. Gasoline Tractor. Write Now.



Made in the West for the West. All sizes—Power and pumping.

THE MANITOBA WINDMILL & PUMP CO., Ltd.
Brandon, Man.

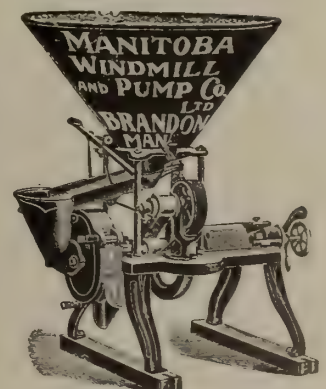
We manufacture Gasoline Engines in all sizes from 2 to 25 horsepower. Vertical, horizontal, stationary and portable. Our Gasoline Tractor is a Winner.



25 h.p. Portable Threshing Engine.

GET OUR CONTRACT AND DEALERS' PRICES AND SECURE THE BUSINESS

Manitoba Windmills are known to every dealer in Western Canada. They are the easiest selling windmills in the world. Strong and Reliable.



Made in sizes 6 to 12 in. Does lots of work with little power.

Brandon.

The building boom has struck Brandon in good style. Many large new buildings and improvements to existing structures have been started.

The Brunswick Hotel is being moved across the street, where it will remain until the new building is completed—this will be one of the most up-to-date houses of the west.

It is reported that the Imperial Hotel is to be very much enlarged and entirely reconstructed. These improvements will make it one of the best hotels in the city.

Work is in progress on the Langham. The old front has been torn down and a handsome entrance and veranda now enhances the appearance of the building and adds to the comfort of the guests.

The Empire Hotel is to be enlarged by the addition of two stories—making five in all. Nearly 100 rooms will then be available and a passenger elevator will be installed besides all the modern conveniences to be found in an up-to-date hotel.

The Royal Hotel, built in 1882, is to be pulled down and replaced by a modern brick building of 3 stories and about 50 rooms.

The Beaubier Hotel has changed hands, Mr. Hills having sold out to Messrs. Crozier and English at a figure near \$75,000.

Work on the Clement block and the McKenzie warehouse is being rushed to completion.

A meeting of the International Harvester Co. agents in the Brandon territory was recently held. Manager J. C. Hyndman presided and those in attendance were: R. L. Turner, J. Lightbody, D. M. Shirriff, J. C. Craig, W. Wilcox, W. Howens, W. R. Brown, W. J. Harris, E. E. Hastings, T. Sinclair and C. S. Daintry.

The meeting was called to discuss the general business of the Company. In the evening a supper was provided at which all spent a very pleasant time.

Mr. P. C. Mitchell, of Brown & Mitchell, hardware merchants, has left for a trip to England on business.

Mr. J. M. Hanbury, of the Hanbury Mfg. Co., has moved to Vancouver, where he will in future reside.

The Brandon Gas Co. are busy laying mains and are doing their best to meet the demand for gas from all parts of the city.

The spur track from the Great Northern main line from 15th street along the lane between Pacific and Rosser ave. to a point half way along the block between 10th and 11th streets has been completed and is now ready for traffic.

Mr. B. Ennis, travelling freight agent for the G. N. Ry. was in Brandon recently on business. He stated that this city is considered a very important point by his company, and they intend shortly to inaugurate another daily freight train from Churches Ferry to Brandon, thus affording a much better service.

Mr. Gordon Graham, who for the past few months has been in charge of the business of the Manson Campbell Co. here, has

been promoted to the position of manager for that company for Manitoba, Saskatchewan and Alberta, with his head office in Moosejaw.

Mr. J. T. Jones, general manager of the Canadian division of the I.H.Co., was a visitor to the city. He was making the final arrangements for the erection of the Company's new building on 18th street and Pacific ave. This will be four stories, 100x150 ft. and of solid brick. The offices will be modern and thoroughly equipped in every respect. Mr. Jones predicts a very rapid growth for Brandon because of its splendid natural advantages.

The Brandon Creamery Co. has purchased the egg packing business of R. B. Currie and intend to go into the hen fruit industry extensively.

The Parks Board have commenced work on the boulevarding of a number of streets and avenues. Tree planting is also under way and will add much to the beauty of the city.

Mr. G. A. Walton, C.P.R. district passenger agent here has been transferred to Spokane as general agent. Mr. J. E. Boeter of Calgary comes to Brandon to fill the vacancy.

Messrs J. F. Cumming & Co. have started in the fuel business. Mr. Cumming was for a number of years with R. Purdon and McKinnon and Lamont, and no doubt will build up a good trade among his many friends.

Thirty cars of automobiles have been received at Brandon this spring, and the growing sales seem to indicate that further shipments will be necessary to supply the demand.

Mr. J. B. Auger, of Bathgate, N.D., is visiting in the city, and after an absence of ten years finds the growth of the city surprising.

He considers Brandon is a grand distributing centre and a fine residential city.

Work has been commenced on the improvements to the approach to the city by way of First St. The grade will be reduced from 10 per cent. to from 2½ to 5 per cent., much to the benefit of neighboring farmers.

Ninth street property is in demand at high figures. Jas. Carrick, backsmith, sold his 50 ft. for \$12,500 and Peter Payne disposed of his property at \$18,500.

The Interprovincial Summer Fair has been fixed for July 25 to 29, and it is expected that 1910 will be a banner year in the history of the Fair. The increased attractions, longer prize list and better accommodation for visitors and exhibitors, will make the Summer fair a function without a rival in the West.

Leading brokers of Eastern Canada are willing and anxious to purchase Brandon bonds, thus evincing their faith in the future of the city. \$95,000 of debentures made up of four issues are to be placed on the market.

Brandon is again in the field with a baseball team. The boys are looked upon as a very speedy lot and are expected to make a great effort to land the pennant once more. They have already opened up their training trip at Rockford, Ill., and by the time they arrive at Brandon should be in shape to play a first rate game.

Mr. J. T. Hall, the new publicity manager, has taken over the duties in connection with his office. Mr. Hall is very optimistic as to the prospects of a large increase in Brandon's prosperity.

Mr. E. B. Smith, one of the founders of the wholesale grocery firm of Smith & Burton, is on a visit to the city and will remain until July. Mr. Smith resides at

**GRAND
TRUNK
RAILWAY
SYSTEM**

**The Only
Double
Track
Line.**

Between
CHICAGO AND EASTERN CANADA
And the

DOUBLE TRACK ROUTE

To NEW YORK

Via Niagara Falls

Through Coaches and Pullman
Sleeping Cars.

Steamship Tickets, Cook's Tours,
Quebec S.S. Co.

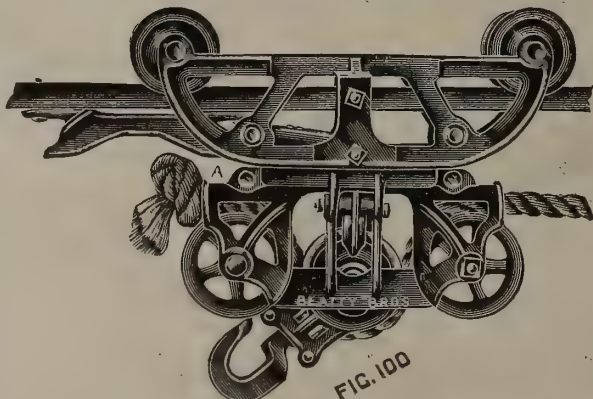
Special Tours to the Mediterranean
Bermudas and the West Indies
For rates, reservations, time tables and
full information, apply to

A. E. DUFF

Genl. Agent Passenger Dept.
Phone Main 7098

260 Portage Ave., Winnipeg, Man.

Mr. Dealer--Increase your Profits by getting The Agency for the "BT" Line.



It includes:

**Hay Carriers, Horse Forks, Slings, Pulleys,
Hooks etc.**

**Litter Carriers, Feed Carriers, Cow Stanchions
and Steel Stalls.**

Our goods are honestly and strongly constructed of the best material, consequently, we are now the largest manufacturers of Barn and Stable Fittings in Canada.

There is no better paying line you can handle and if it is the Best you want, get the "BT".

WRITE TO-DAY for our Catalogue and secure the exclusive agency for your Section.

BEATTY BROS., Fergus, Canada.

Hamilton but is always pleased to come back to his old home here.

The annual meeting of the Winter Fair was held on April 23, and it was gratifying to note that the deficit of last year was nearly wiped out, notwithstanding the great improvements made last fall. March 31, 1909, the subscribed capital was \$41,400; one year later it amounted to \$61,400, or an increase of \$20,000. This result was obtained by means of a systematic canvass by business men among the farmers, who hold no less than \$17,500, thereby proving their interest in the work of the association.

The city council has accepted the offer of a Winnipeg engineering firm for 2500 horse power at \$20 per horse power per annum and the preliminaries are now being arranged.

Railway companies are busy surveying for spur facilities in many parts of the city. The G.T.P. is expected to enter the city over the C.N. tracks and make use of a union depot at 9th St. and Princess.

Mr. E. A. Mott, Western manager of the Cockshutt Plow Co. at Winnipeg was in Brandon recently to make final location for a large distributing warehouse which their heavy business in this district demands. The site chosen is at the foot of 6th St. The building will be 3 stories, 80x100, with every modern convenience, and it is expected that it will be in shape to take care of the harvesting machinery this season.

A good business has been done in plows and seeding machinery, and in some cases the demand has exceeded the supply.

Wheat seeding is nearly finished, but owing to uncertain weather and frosty snaps speculation is general as to the condition of the early sown grain.

Bad Habits.

The grasshopper chews tobacco;
The quail gets out his pipe;
The fishhawk is so awful poor
He has to hunt a "snipe."
The rooster has his cocktail;
The orchard gets plum full;
The onion squanders every scent,
And the radish has a pull.
—State Journal.

When you are down in the mouth tell a fish story, just think of Jonah. He came out all right.

Trade Papers Help Travelers.

A Chicago merchant who has the reputation of being the most original advertiser and most successful retail clothing man in that city, recently expressed his views on the value of trade papers and how they help the travelling salesman. He said:

"In my store are signs that read 'Matters not what your business is; I have time to listen.' Consequently the travelling salesman has a standing invitation to come into this store. He can have a chat with me on business if he wants to, and I will listen to what he has to say. The men at the head of each department will treat the traveling man with just as much respect as I do. But if I don't know the house he represents, at least by reputation, why then his task is harder than if I had heard something of his firm.

"Now I read the trade papers for the same reason that I read newspapers—to get the news.

"The local newspapers give me the news of my city, and the world in which I live. I am much interested in both; but I make my living by selling wearing apparel to men, and I have a lively interest in whatever helps to bring in my living.

"So I take a number of trade papers and read them from cover to cover to get the news of the various branches that constitute my stock. And that's one way I learn about the manufacturers whose salesmen come to sell me a bill of goods.

"If the manufacturer's advertisements have impressed me, his salesman gets a more careful hearing, for I want to know more of the story the trade paper ad. started to tell."

Emerson-Brantingham Co. of Rockford Need More Space.

It is reported that the Emerson-Brantingham Company of Rockford, Ills., is preparing to build an addition to their plant consisting of a new wood storehouse, 80x754, three stories; a warehouse, 115x253, and a new blacksmith shop, 150x150. The increased demand for the Emerson-Brantingham Co.'s products has made it imperative that the storage capacity of their works be enlarged and their blacksmith shop be made larger. This company's line is handled in Canada by the Tudhope Anderson Co.



Racine Economy Spring Co.,
Racine, Wisconsin.

Coal City, Ill.
3/3/10.

Gentlemen:—

Feel as though I ought to say a good word in regard to your "Harrow Attachment".

I purchased one for my "New Deere" Gang last spring and will say that it proved itself to be satisfactory in every way, saving at least two harrowings the ordinary way.

I will heartily recommend your attachment anyway. The extra draft is hardly noticeable, not being more than 50 lbs under worst conditions.

Wishing you a good season with attachment, I am

Very truly yours

Walter V. Rothlisberger.

HERE'S a letter that tells its own story—a letter from an Illinois farmer who has given the

RACINE ROTARY HARROW ATTACHMENT

for Plows a year's test on his own work. Note especially what he says regarding the lightness of draught.

The Racine Rotary is the **only harrow attachment equipped with roller bearings**. This is why it is the lightest running machine of its kind on the market—the only one which will stand the long months of grinding wear.

And it's the original curved-blade harrow, an exclusive feature of the Racine Rotary—the only machine that has always worked perfectly in any soil and under any conditions.

If you want the **agency** for the best Rotary Harrow ever manufactured—if you want to pocket the **easy profits** from the **heavy sales** created by our live-wire advertising campaign, get in touch with us right now.

RACINE ECONOMY SPRING CO.

RACINE, WISCONSIN

General Agents:

Harmer Implement Company

WINNIPEG

CANADA

Distribution from Winnipeg, Calgary and Regina

Knocking Progress.

A prominent eastern journal lately ran an editorial dwelling on the difficulties confronting the government railway to Hudson's Bay. It was stated that all aspects of the undertaking have not yet been sufficiently investigated, and that the commercial possibilities of the route have been over-estimated.

We understand that the government has determined, after careful investigation, to actively proceed with the construction of the road, and believes that it will prove of immense value in the transportation problems of the West.

There is no fear that Canada will have too many carriers for her products, the indications at present are all the other way. The country already has several great undertakings in progress but she will always be compelled to go a step further. The present rate of expansion and development calls for greatly increased railway facilities in order that the best and quickest returns may be had for the products of Western Canada.

The government engineers report that there are no insurmountable barriers of any kind on the route and in fact all that remains is to settle on the terminal port. A vessel will be sent this summer to make further investigations into the harbor facilities at Port Nelson and Fort Churchill and also to study the navigation conditions in the straits during the summer and fall.

The criticism that adequate steps have not yet been taken to ascertain the conditions in regard to navigation and other obstacles to the Hudson Bay route is amply refuted by the fact that survey parties have now actually been in the field nearly two years, and have reported very fully as to the physical features of the proposed route. Meteorological records of conditions in Hudson's Bay and the straits are available covering a period of fifty years. Careful surveys have been made of the harbor at Port Nelson and Fort Churchill, and, we are glad to note that it is the intention of the government to proceed at once with the carrying out of the undertaking.

It is no more difficult to develop the brain with proper means than the muscles.

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

Established in 1904 and Published Monthly by

Canadian Farm Implements, Limited

F. D. BLAKELY, Manager

822-3 UNION BANK BUILDING

Telephone Main 518

WINNIPEG, CANADA

SUBSCRIPTIONS

\$1.00 per year in Canada; Foreign \$1.25 per year.

Single Copies, Ten Cents

ADVERTISING

RATES MADE KNOWN ON APPLICATION

Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE

Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Assn.

Entered in Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, MAY, 1910

Cradle of a New Race.

Miss Agnes Deans Cameron, who recently made a remarkable journey into Canada's farthest north, gave an interview at Cardiff to a representative of a Welsh newspaper. "Canada is a country with a meagre past, a solid present and an illimitable future" she said. "She is the last unstaked empire under a white man's sun—where wilderness and man are meeting. . . . The mind reels and the imagination staggers in thinking of the future of this rich land. God has intended this to be the cradle of a new race, a race born of the diverse entities now fusing in its crucible. In point of population Canada begins the 20th century where the United States began the 19th. The race is ours to run."

"My great desire is to call attention to the great unoccupied lands of Canada, to induce people from the crowded centres of the Old World to use the fresh air of the New." Why? Because Canada has 200,000,000 of arable acres south of the Saskatchewan. North of this river in the pleasant valleys of the Peace are 100,000,000 acres more. The beauty of this Western Canada is that it holds out opportunities to every plucky lad who has initiative, and who is willing to work; nothing is stratified, the whole thing is formative. This land stands ready to produce bread for the nations; Nature has done her

part, now man must do his. The two greatest needs of Western Canada to-day are transportation and immigration.

Conquest—An Illusion.

It has been claimed that the conquest of Great Britain by Germany would involve the total collapse of the Empire and its trade. In reviewing a book on this subject a writer in T. P.'s Weekly says:

The trade of the conquered country could only be destroyed by destroying the population which produces it. Such wholesale destruction would not be practicable, and even if it were the conqueror would be hurting himself by destroying his own market. Owing to the internationalisation of modern finance, German capital would disappear with English capital, and German credit would totter side by side with English credit. The conquering country would very soon be compelled, from purely selfish motives, to put an end to the chaos caused by its victorious troops. Apart from loot in the most primitive sense, the conqueror could get practically nothing from the conquered. For, "because also of this delicate interdependence of our credit-built finance, the confiscation by an invader of private property, whether stocks, shares, ships, mines, or anything more valuable than jewellery or furniture—anything, in short, which is bound up with the economic life of the

people, would so react upon the finance of the invader's country as to make the damage to the invader resulting from the confiscation exceed in value the property confiscated." The victory of Germany, in short, would demonstrate how economically futile conquest really is.

But the Germans, it is so often urged, would break up the British Empire by "taking our colonies from us." Here again the idea of gain and loss is part of the great illusion. It is now recognized that countries do not and cannot "own" colonies. From the standpoint of economics, England, were she stripped of her colonies, would be a gainer, inasmuch as she would be relieved of the expense of defending them. But as England is unable to acquire economic advantage from her colonies, how could any other country hope to obtain any? Why, then, should a European State attempt to conquer England for the sake of acquiring a white elephant? Far from owning our colonies we are in a worse position as regards enforcing our views in our own territory than in that of foreign nations. We yield to our colonies when we would not yield to a foreign Power, and any phase of exploitation is absolutely out of date: "It was not through philanthropy that we abandoned the system of tribute from the colonies, but because the thing could not be made to pay. We discovered, as the result of long and bitter experience in colonial exploitation, that the only way to treat colonies is to treat them as independent, as foreign territories, and the only way to 'own' territory is to make no attempt at exercising any of the functions of ownership."

Get Busy, Dealers!

There is no doubt that the gasoline engine is firmly established as an agricultural necessity, and almost any farming community could be induced to buy numbers of these engines providing the farmers were properly canvassed and the manifold advantages of this labor-saver pointed out to them.

I know of an instance where the farmer purchased his engine direct from the factory, for the simple reason that no dealer in his neighborhood had solicited his order. He got his information from reading an advertisement in a farm paper, and being an up-to-date man who

welcomed any improvement which would assist him to do his heavy chores, such as wood sawing, feed grinding, etc., he soon had a catalogue and descriptive matter of the gasoline engine and its varied uses, and was sufficiently convinced to try a small power engine for a start.

Here is where the implement dealer should have stepped in. He sold the farmer all his other implements and frequently met him in town. Who could have been in a better position to sell that farmer a gasoline engine? It was a case of pure neglect on the dealer's part. If he had set up a small engine in his show room where customers could see it, and started it up occasionally as a demonstration, the chances are a hundred to one that he would have made the sale and strong that he could have disposed of half a dozen in the season. The net profit on the investment would have been larger than on almost any other machine he had in stock.

The dealer who has money invested in a machine will try hard to sell it, therefore buy your sample engine outright and get the exclusive selling right in your territory. Sell it as soon as a chance appears and order another right away. But be sure to keep one on hand to show your customers; you thereby advertise the fact that you have them for sale and in addition there is an engine ready for a rush order.

The Hired Man.

The farmer is not the only one who is up against the hired man proposition. There comes a time when almost every implement dealer has to have help, and the right kind of help is not at all easy to find. The time when assistance is most often required is just before the harvest, when binders have to be set up, sometimes in the dealer's shed, at others on a remote freight siding, still again in the farmer's machine shed—if he is wise enough to have one. It is surprising the number of young fellows who claim a knowledge of mechanics just about this time, and it is still more surprising to see how many of them get mixed in the simple matter of tightening a nut which happens to be head down, or a little inaccessible in some other way. The reverse aspect of the same problem is also a common sight. "No chance to get this nut off, she's rusted on, and the only thing is to split her with a chisel." So says the perspiring tyro engaged

on a repair job, and straining at the wrench—the wrong way, of course. "Suppose you try to turn that nut the other way," suggests the boss, with a sardonic smile, "They're pretty well all right-hand threads on this machine."

"Gee-whizz' that's so," says he of the many wrenches.

This is only one of the many little troubles that beset the implement man.

By the way, here is a little dodge to loosen an obstinate wagon wheel nut. The axle being first jacked up or the wheel otherwise lifted off the ground, place the wrench snugly over the nut, having first removed any superfluous axle-grease, then fasten the handle of the wrench to one of the spokes by means of a clamp, or other handy fastening such as a piece of rope or wire; now heave round on the wheel itself. The added leverage of the length of the spoke will do the trick. Don't forget that the right-hand wheels carry nuts threaded right hand and the left-hand wheels just the reverse.

The Demand for Automobiles.

The present year will be an exceptional one for the automobile trade in Western Canada and there is a great demand for high-grade machines. Vice-Consul-General J. J. McBride, of Winnipeg, writing in the U.S. Weekly Consular Reports says: Orders are reported for 925 machines, valued at about \$1,640,000, to be delivered before June, and the dealers state that the difficulty will be to secure enough machines to supply the demand. The western Canadian market wants a good grade of machine. While the average price of cars will be about \$2,000, there is a good demand for the \$3,000 machine. The 4-cylinder engine is in greater demand than ever before. Its adaptability to most conditions and its reliability commend it. Another feature of this year's trade is the fully equipped car. A couple of years ago the purchaser of an automobile paid the price for it and then bought his equipment extra. Now most machines are sold fully equipped with lamps, horns, etc.

About 25 per cent. of the machines owned in Winnipeg have been operated through the entire winter. This is even true of the water-cooled cars. This is the first year that the automobile business has been an active

industry for the entire twelve months. The winter roads, when the snow is packed, are almost as good for driving as asphalt; and, when the occupants are careful, there is no suffering from the weather.

Not only in Winnipeg is the outlook promising. Throughout the entire west orders for automobiles are reported in far greater numbers than ever before. The farmers are using gasoline farming machinery, and are beginning to realize the value of the automobile. Last year the automobile business amounted to about \$1,000,000, while the present estimates are that double that amount will be invested in machines this year.

Trade with Germany.

With the removal of the surtax on German goods commercial agents of that country are evincing a keen interest in the Canadian market and are swamping the German consul at Winnipeg with inquiries relating to trade and manufactures.

Germany evidently is anxious to secure a share of wheat for her supply, as she imported ninety million dollars' worth of the cereal last year. She also wants vast amounts of canned meats and beef. German manufacturers of iron and steel goods and small-ware are seeking contracts, and as evidence of how they are going after business under improved conditions it may be said that several firms submitted tenders for electrical equipment required by the city of Winnipeg, which was but recently advertised.

Higher Freight on Implements.

The leading officials of eight railroads radiating from Chicago held a meeting a few weeks ago and, it is believed, decided to make an advance in the rates on farm implements. Those who were present at the meeting are rather reticent, but it has been learned that a rate advance on certain commodities was under discussion. Railroad men are agreed that many of the rates are too low and the only question is which particular rates should be advanced, an all-round increase being regarded as impracticable.

The cynic never see a good quality in man, but always a bad one.

Personals.

Mr. E. A. Hicks has gone into the implement business at Duval, Sask.

Mr. T. R. D. Booth has opened an implement warehouse at Austin, Man.

Beverley, Man., numbers Mr. John Lett among the implement fraternity.

Alameda, Sask., now has another implement dealer by name Mr. Edward Cronk.

Mr. M. Harper has commenced an implement business at Sedgewick, Alta.

Mr. Thomas Angus is reported to have started in the implement business at Strome, Alta.

Mr. Norman White is a new factor in the farm implement trade at Alexander, Man.

Messrs. Wyman & Argue is the title of an implement concern starting business at Macklin, Sask.

Mr. O. M. Morse is commencing business as an implement dealer at Marquis, Sask.

Mr. J. J. Rutledge has begun business in the implement line at Brock, Sask.

Mr. E. Burke is reported to have gone out of the implement business at Gainsboro, Sask.

Messrs. Wertz and Baer are taking up the implement business at Wadena, Sask.

Mr. W. T. Draper has purchased the implement business of Mr. B. H. Dial at Elgin, Man.

Mr. A. C. Fountain has opened an implement warehouse at Portage la Prairie, Man.

Messrs. Sutherland Bros. have taken over the implement business of Mr. R. H. Reid, at Elbow, Sask.

Messrs. Hill Bros. have commenced an implement business at Moosejaw, Sask.

We note that Netherhill, Sask., has a new implement dealer—Mr. S. E. Hunt.

Messrs. Wright and Neve are successors to Mr. N. F. McCartney, implement dealer at Semans, Sask.

Messrs. Grant Bros. are opening an implement business at Spy Hill, Sask.

Weyburn, Sask., has a new implement man in the person of Mr. Gilbert Parker.

Mr. J. H. Johnston has bought the implement business of Mr. G. T. Thompson at Elgin Man.

Mr. O. E. Chapman, of the Ontario Wind Engine & Pump Co., has lately returned from a

business trip to Saskatoon in the interests of his company.

Messrs. Channey & Son are entering the implement business at Watrous, Sask.

Tisdale, Sask., reports a new implement concern there, run by Messrs. Crane & Cunningham.

An implement business has been opened at Zealandia, Sask., by Mr. R. C. McCallum.

Mr. J. F. Woods, implement dealer at Heward, Sask., has been succeeded by Mr. A. E. Cornish.

Messrs. Hooten and Kennedy are starting an implement business at Jasmin, Sask.

Mr. Wm. Anglin has taken over the implement business of Messrs. Anglin and Moffat at Landis, Sask.

Mr. W. J. Fisher, of Laura, Sask., has sold out his implement business to Mr. J. Pope.

Mr. Chas. Johnston is reported as successor to Mr. C. H. Fleming, implement dealer at Asquith, Sask.

Mr. J. B. McGarry, implement dealer at Chamberlain, Sask., has gone out of business.

Mr. W. W. Elliot has purchased the implement business of Mr. C. H. Phillips at Clavet, Sask.

Mr. W. H. Gray has discontinued the sale of farm machinery at Craik, Sask.

Mr. J. M. Klassen has gone into the farm implement business at Herbert, Sask.

Mr. Wm. Johnston has opened an implement warehouse at Carman, Man.

Mr. W. Gemmill, dealer in implements at Pilot Mound, Man., has sold out to Mr. W. Davidson.

Mr. L. Barth, implement dealer at Radisson, Sask., is succeeded by Messrs. Langham & Barth.

Messrs. Ostofowff Bros. have purchased the implement busi-

ness of Mr. J. H. Long at Buchanan, Sask.

Mr. R. E. Angor is reported as successor to Mr. G. E. McConnell, implement dealer at Radisson, Sask.

The Harmer Implement Co. are moving their offices from 132 Princess St., Winnipeg, to 182 Princess St.

The firm of Larson Bros & Olsen, of Glenavon, Sask., has dissolved. Lars Larson will continue the business.

We regret to chronicle the decease of Mr. Jos. Aikenhead, formerly implement dealer at Carberry, Man.

Messrs. Conn & Son have succeeded to the implement business formerly carried on by Mr. R. H. Swallow at Douglas, Man.

R. Mackay, assistant manager of the Minnesota Moline Plow Co., Minneapolis, spent a couple of days in Winnipeg recently.

Mr. W. A. Cavanaugh, first assistant mechanical superintendent of the I. H. Co., was in the city on business for a few days.

Mr. Wm. Bourke, of Brandon, Man., paid us a welcome visit and reported business in his territory as being good.

Messrs. M. F. Ward & Co. of MacGregor, Man., have sold their implement business to Mr. Walter Rogers.

The firm of Henry & McGregor, implement dealers at Morse, Sask., now becomes Messrs. Henry and Thompson.

It is reported that Mr. L. L. Morrow, in the implement business at Lumsden, Sask., is about to admit a partner.

Mr. John Harmer of the Harmer Implement Co., has just returned from a visit to the J. L.

Owens Co. at Minneapolis, and the Economy Spring Co., of Racine.

Mr. H. D. C. Boss, in the implement business at Okotoks, Alta., has sold out to Mr. C. G. Reid.

Mr. M. B. Currey's implement business at Macoun, Sask., is now under the control of Messrs. Currey & Gregg.

The implement business formerly run by Mr. G. G. C. Bell at Elkhorn, Man., is now carried on by Messrs. Bell & Johnson.

Mr. T. T. Pullan is reported as successor to the implement business of Mr. Ben Steele, deceased, at Deloraine, Man.

The implement business formerly carried on by Mr. J. W. Miller at Rocanville, Sask., is now in the hands of Mr. Alex. Cameron.

Messrs. Smith and Balkwill succeeded to the implement business formerly carried on by Mr. G. C. Smith at Elkhorn, Man.

Messrs. Buchanan and Man are reported as successors to Messrs. Buchanan & Gilman, implement dealers at Morris, Man.

Mr. E. A. Mott, western manager of the Cockshutt Plow Co., has just returned from a trip to the home office and factory at Brantford, Ont.

Mr. H. W. Hutchinson, general manager of the John Deere Plow Co., has returned to the city after spending a week at the factory of Deere & Co., at Moline, Ill.

Mr. T. McKnight, western manager of the Heney Carriage and Harness Co., is at present on a visit to the home office and factory of his company at Montreal, Que.

Mr. O. F. Berkey, manager of the Canadian Moline Plow Co. at Winnipeg, Man., is at present on a three weeks' trip covering a portion of Manitoba, Saskatchewan and Alberta in the interests of his company.

Mr. David Drehmer, assistant manager of the John Deere Plow Co., has lately got back from a pleasant vacation in the South. He returns to the grind fully recuperated and wears his usual genial smile.

Our old friend John Slemmons, formerly of Carberry, who for the past seven or eight years has been conducting an implement business at Pasqua, Sask., has sold out to Mr. James Duncan. Mr. Slemmons intends to devote his time wholly to

farming, which he considers the most happy and independent occupation of all.

The Kinnard Haines Co. of Minneapolis, manufacturers of the "Flour City" tractor, are making a substantial increase in their plant which will include additions to the foundry, machine and erecting shop. This expansion was necessary in order to keep pace with the avalanche of orders for their line of goods.

Messrs. Murphy & Co., of Saskatoon, have sold out to Messrs. Walton & Turton, who will continue the business. We understand that Messrs. Murphy & Co. will in future devote their energies to the real estate business.

Mr. J. M. Reid, manager of the Winnipeg branch of the Ontario Wind Engine & Pump Co., has just returned from the twin cities, where he was engaged in hastening forward the many orders for "Flour City" tractors and Stickney gasoline engines.

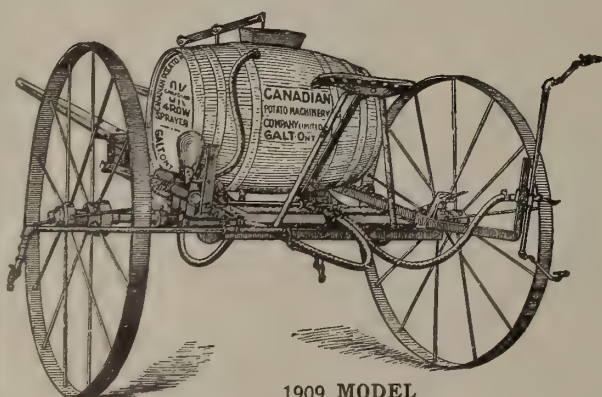
Mr. W. J. Berry, who for the past ten years has been connected with the Minnesota Moline Plow Co., has been appointed assistant manager of the Canadian Moline Plow Co.

Mr. Berry is a young man who has worked his way up from the bottom rung of the ladder by energy and ability and he is well qualified for the position.

Power Plowing.

The present generation of farmers has seen many important advances in agricultural methods, and perhaps the great increase in the use of engine gang plows is the most conspicuous of these. Changing conditions are responsible for the evolution of plowing methods: the great increase in the size of farms, the scarcity and high wages of farm help, high prices of horses and the cost of keeping large numbers of them—all contributed to the introduction of a means of plowing great areas in the least possible time at a minimum of cost. Those who owned traction engines formerly found their use restricted almost entirely to threshing, with the result that the engine lay idle for a great part of the year, but with the advent of extensive cultivation a use was found for the traction engine in breaking up the prairie sod by means of the

O. K. Canadian 4-Row Sprayer



1909 MODEL

Canadian Potato Machinery Co., Ltd., Galt, Ont.

Transfer Warehouse at Winnipeg.

Geared from both wheels, Revolving Axle, Vertical agitator, All Brass, double action Bronze Ball Valves, High Pressure Pump, with triple stopcock. Relief Valve controls the pressure. Can be furnished with Broadcast, Tree and Vineyard Attachments.

Write for prices and Catalogue.

engine gang. The system of "syndicating" a traction engine, by which a number of farmers contribute to the cost and share the use of the engine makes it possible for the small holder to obtain the benefits of power plowing. Engine gangs are great time-savers and can be run night and day under favorable conditions, and when the plowing season is short the main consideration is to get the work done as quickly as possible.

There are other reasons why engine plowing is superior to the horse method. A deeper and more uniform furrow can be turned, and it is usually conceded that deep plowing with thorough cultivation gives the best results except when the surface soil is very shallow. Deep plowing buries weeds most effectively, most of the weed seeds lose their vitality before again seeing the light of day, moisture is retained for longer periods, and the fertility of the soil is better conserved than by shallow plowing. In order to compare the amount of work done in a day by engine gang plows and that which can be done by the same number of bottoms drawn

by horses the actual cost of maintenance, labor and all incidentals must be figured on. It is hardly possible to calculate to a dollar the exact saving made by the use of the engine, but past experience has shown that, in general, engine plowing can be done thirty-three and one-third per cent. cheaper than with horses. Conditions vary so much in different sections that these figures must not be considered accurate at all times and places, but we are sure they are conservative, and under the most favorable conditions the results obtained with the engine gang are so remarkable in the saving of time and money as to be almost incredible.

Red River Metal Co. Goods.

The Red River Metal Co., of Winnipeg, are issuing to the trade a 16-page catalog of their well known sheet metal goods, including wagon tanks of all kinds, cisterns, watering troughs, gasoline and oil tanks, feed cookers, skylights and ventilators. In addition the company furnish low down pumps, hose, etc., to be used in connection with their goods. The catalog is profusely il-

lustrated and the goods fully described. Those interested in this line would do well to write for a copy of the catalogue; the company are doing business through retail dealers only and the line is a profitable one to handle. We are assured that they are in a position to give prompt service and courteous attention to all orders.

Rowell Factory Enlarged.

The J. S. Rowell Manufacturing Co., of Beaver Dam, Wis., are about to make substantial additions to their plant. The blacksmith shop will be enlarged to 175x60 feet and the assembling room, when the addition is completed, will be 100x60 feet, or double the present capacity. The company also expect to build shortly a two story brick building 80x40 ft. to be used as wood and paint shop.

The greatly increased demand for the "Tiger" line of drills and seeders has made necessary increased facilities, and the company expect to be able to give a more satisfactory service when the new buildings are completed. Their products are handled in Western Canada by the Brandon Implement and Mfg. Co., of Brandon, Man.

The Magnetic West.

Canada attracts the finest type of settlers from all parts of the world. A Minnesota farmer who sold out and settled in Saskatchewan wrote the following letter to a friend:

"I'll tell you what it boils down to. Ever since the settlement of this country began it has been understood and recognized that the man who breaks the law is going to be jailed. It don't matter if he is as spry as a gopher nor as husky as a buffalo. It don't make any odds if he can crawl into a prairie dog's hole. If he breaks the law he is going to be jailed, good and sure! He can have fifty guns and \$50,000, he can have any sort of blame pull you like—but he is going to be jailed. It may take a day, a week, or a year; but he'll be jailed sure. Maybe he'll kill a Northwest policeman—maybe he will. Well, then, he'll hang, for a dead sure thing! He'll never buy a Northwest policeman, nor he'll never escape jail if he breaks the law. All Canada knows it, and we Americans know it, and that's why this country is a good country to live in."

REAL BICYCLE BARGAINS

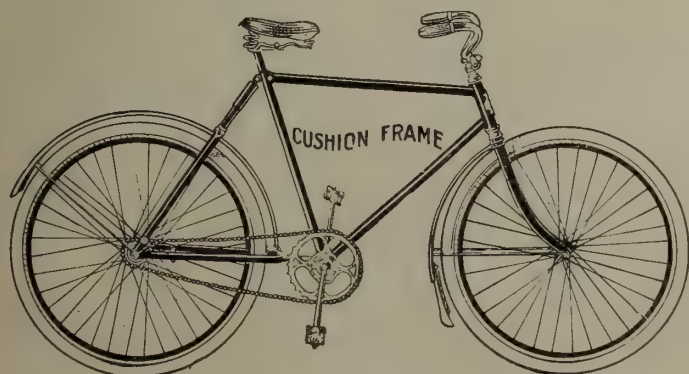
Don't You Think for a Minute

that because you sell a Bicycle at a low figure you are giving a bargain. The only real bicycle bargain you can give is one that is positively guaranteed—a wheel made from the best material by expert workmen.

BRANTFORD OR PERFECT

The Guaranteed Wheels

They are as perfect as human skill can make a bicycle from selected and tested material. Hercules Coaster Brake. Hygienic Cushion Frame, Sills Handle Bars.



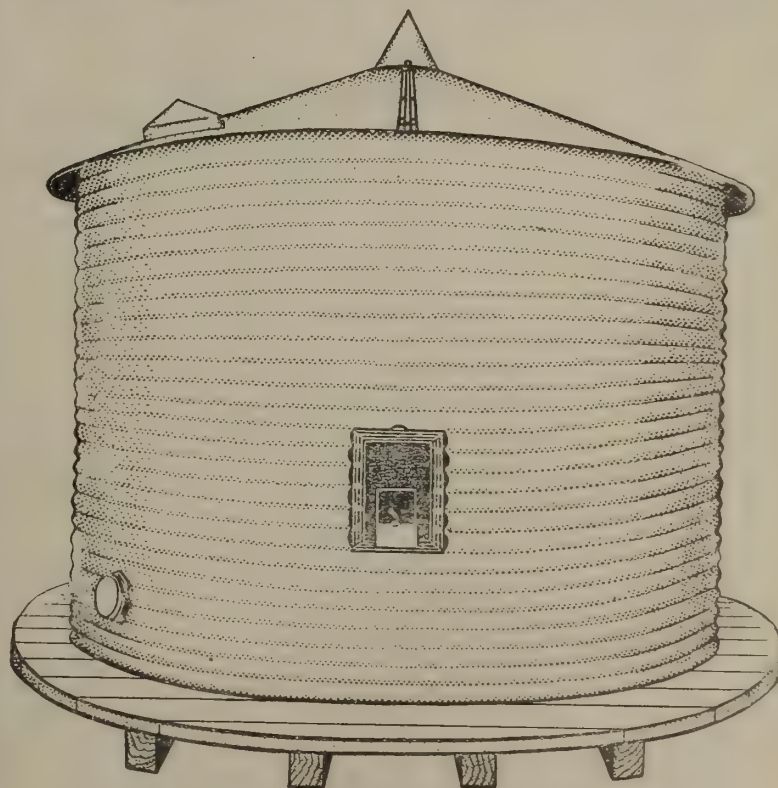
Canada Cycle and Motor Co., Ltd.

Makers of the World's Best Bicycles

144 Princess Street

Winnipeg

PORTABLE Corrugated Iron Granaries



850 and 1050 bushels capacity.

This is a profitable line for you to handle. Get our agents' prices and terms.

Winnipeg Ceiling and Roofing Co.

Manufacturers of Corrugated Iron, Shingles, Siding, etc.

WINNIPEG, MAN.

Saskatoon.

A steady stream of settlers is pouring in from Eastern Canada and the U. S. Most of the latter are familiar with prairie farming and this knowledge, together with the money they are bringing, makes them most desirable settlers.

The John Deere Plow Co. have taken out a \$50,000 permit for a building on their lot on 25th and Ontario streets. This will be of brick and have a plate glass front which will make a very beautiful show-room and will be one of the best distributing houses in the West. Work has already begun and it will be completed early this fall.

The Tudhope-Anderson warehouse has now reached its full height of four stories and basement and will soon be ready for occupancy.

Mr. Hugh Aird, manager of the Saskatoon branch of the Massey-Harris Co., is building a fine new residence on Spadina Crescent.

Mr. Frank Holland, manager of the Saskatchewan branch of Tudhope-Anderson Co., is also building a fine residence on 5th ave.

Mr. Geo. Middlemiss, of the Collections Department of the I. H. Co., is now recovering from a very serious attack of pneumonia.

Mr. W. J. Fisher, of Laura, Sask., has recently sold his implement business.

Messrs. Howie & Gutzmer, formerly of Nokomis, have sold their business there and opened at Kindersley, Sask.

G. H. Brumwell, of Plunkett, Sask., has opened an implement business there. The territory is large and well settled and should be a good market for farm machinery.

The C. N. are now comfortably situated in their fine new passenger station, which gives them much better facilities for handling the large crowds going over their lines to build new homes on western land. This company also intend to double their freight shed capacity, which is good news to all shippers here.

Several cars of fine large autos have been sold by the local dealers this spring and before fall there will be several large display rooms where prospective customers can find just what they want in this line.

Building permits for first three months have increased 785 per cent. over first three months of last year. This is the largest percentage of increase of any city in Canada. Prices are high but there is no shortage of material up to the present.

Saskatoon implement warehouses look as though all the eastern and southern factories had gone out of business, but they have not. They have shipped more goods to Saskatchewan than ever before and more than was expected they could possibly do, and are still shipping, but of course can hardly be expected to meet demands placed on them six weeks earlier than the average year.

In many places seeding is nearly finished and everywhere farmers have been on the land for several weeks and as busy as you would expect them to be, and although very anxious to be finished are waiting for the proper seed time to arrive.

Numerous threshing outfits are being delivered in places that could not be supplied last fall, and traction engines are also in great demand for spring plowing and breaking. Failure to secure goods at the time required last year has prompted both farmers and dealers to order early, which is certainly a very wise precaution. There is no business man who has to outline his plans so far ahead as the farmer these days and present day agriculture is creating a generation of shrewd, thinking men, capable of successfully managing these large western prairie farms to the greatest possible advantage.

Launching of the twin screw Passenger Steamship "Prince George."

On Thursday afternoon, March 10th, at the Wallsend shipyard of Messrs. Swan, Hunter and Winham Richardson, Ltd., the twin screw passenger S. S. "Prince George" was successfully launched for the Grand Trunk Pacific Ry. The naming ceremony was gracefully performed by Miss Louise Hays, daughter of Chas. M. Hays, the President of the company owning the steamer.

The "Prince George" is a duplicate of the "Prince Rupert," which was launched at the Wallsend shipyard last Dec., and which is now nearly finished and

ready for her trial runs. These two vessels will inaugurate an important service along some 750 miles of the coast of British Columbia, threading their way among innumerable islands between Prince Rupert and Vancouver Island, and thence to Seattle. The route will undoubtedly be popular among tourists as it embraces some of the finest scenery that can be seen anywhere from the deck of a ship. The town of Prince Rupert is the new Western terminus of the G.T.P. Ry. It stands on the same parallel of latitude as London, England, and has a temperate climate. The harbor is immense and perfectly sheltered by the surrounding land. The town will become the focus of a vast region, rich in food products, minerals and timber. It also lies 500 miles nearer Yokohama than San Francisco, so that no less than two days may be saved to travellers from Canada and Europe bound for Japan.

The chief dimensions of the "Prince George" are 320 feet over all in length, 42 feet 2 inches broad, with a depth of 18 feet to the main deck. On the shelter decks are long houses giving spacious and comfortable accommodation for about 220 first-class passengers, and some 1500 excursionists can also be taken aboard.

Better than Chicago.

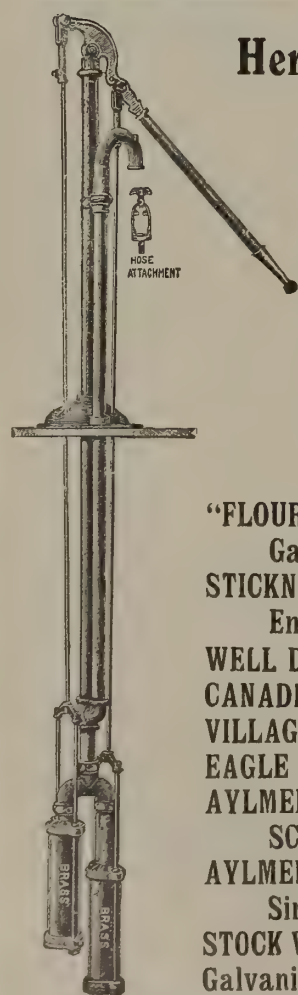
It happened—such is the story often heard in America outside of Chicago—that a man from Chicago, who lived no better and no worse than many whom I know, soon after his death woke up to new life in the other world. After a few moments he met a man from his own city, who took him around for his first walk in his new surroundings and showed him all there was to be seen. After a few hours the newly arrived said:

"Yes, all this is not to be underrated, and at any rate, it is ten times better than Chicago. But I can't deny that I expected something still better in heaven."

His companion's eyes grew larger as he looked at him in astonishment; and he exclaimed:

"What do you say? Do you think this place is heaven? Both of us are in—the other place, didn't you know it?"

The distinctly American humor of this anecdote will be appreciated by whoever has lived, even if only for a very short time, in Chicago.



Here is an Attractive Line

for
your
Summer
Trade



that will make you More
Money than Most others

"FLOUR CITY" TRACTION and Portable Gasoline Engines.
STICKNEY STATIONARY and Portable Gasoline Engines.
WELL DRILLING and Boring Machinery.
CANADIAN AIRMOTORS.
VILLAGE FIRE ENGINES.
EAGLE STEEL LAWN SWINGS.
AYLMER STANDARD AND FARMERS' TRUCK SCALES
AYLMER AND TORONTO PUMPS,—Double and Single Acting—Wood or Iron.
STOCK Watering Troughs, Basins and Tanks.
Galvanized Steel Flag Staffs.

Ontario Wind Engine & Pump Co. Ltd.

WINNIPEG

TORONTO

CALGARY

JOHN DEERE ENGINE GANGS



4, 6, 8, 10, 12 and 14 Bottoms

BIG PLOWS FOR A BIG COUNTRY

Canada is a country of big farms, big possibilities and big profits—if you are a big dealer.

A general couldn't fight much of a battle with one soldier, and a dealer can't make much money selling a one-furrow plow.

Get the Right Gang

Bottoms in pairs give great strength and make the plows run steady. The beams can be braced and each plow steadies the other. You notice these features on a two-bottom horse gang—you can't beat that construction.

Don't Clog

Curved frames give great clearance, and the JOHN DEERE Engine Gang will go through straw, trash, weeds and scrub where other gangs clog and cause trouble.

Screw Clevis

In addition to the regular clevis adjustment, each beam is fitted with a screw clevis when attached to the frame. A man can stand on the platform and adjust any one plow with a wrench while the engine and gang are working. This saves time and is a most important feature.

Works with Coulters

Rolling Coulters can be used on the JOHN DEERE Engine Gang just the same as on a sulky plow.

Level Platform

The platform is roomy, free from obstructions and so arranged that the levers are all in reach.

Standard Sizes

4 or 6 Plows on One Frame 6 or 8 Plows on One Frame
10 or 12 Plows on One Frame

Extension can be furnished for the 12 bottom frame allowing two more plows to be used; making 14.

ILLUSTRATED BOOKLET

Write us to-day for Booklet showing JOHN DEERE Gangs being used with all kinds of steam, oil and gasoline tractors. Don't fail to get this book and learn all about engine plowing. The Deere contract gives you control of the Engine Gang trade of your district. A post card will bring the book.

JOHN DEERE PLOW CO. LTD.

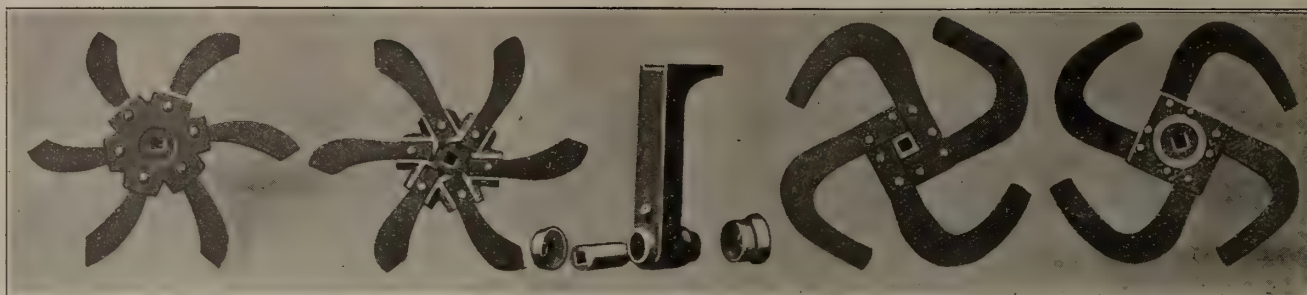
Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON



Disc No. 1

Bearings

Disc No. 2

HARROW WHILE YOU PLOW with the Original and only Successful Tool of the kind on the Market

Yes, **it is true**, that the idea of HARROW WHILE YOU PLOW, with a Kramer has spread like "wild fire" from "ocean to ocean."

It is further true that this great wave of popularity is the direct result of the introduction of the World Famous Kramer Attachment.

It is further true that the Kramer Company is not only the originator of the curved blade—**curved as much or as little as you please**—but the originator of other styles of blades to use in connection with plow attachments.

Imitators of the Kramer have done nothing toward establishing the from ocean-to-ocean wave of popularity, in favor of the Harrow While You Plow idea. They had their fists rammed into their jeans until the Kramer Wave began assuming the proportions of a "tidal wave."

When all the underground work was done—when the foundation of a successful business had been laid—when the usual struggle of the experimental and introductory period had been passed—it was then that the imitators "got busy," some adopting one feature of the Kramer—some another. But by so doing each is unwittingly demonstrating the superiority of the original and only "four square" plow attachment on the market. The imitator bases his claims for your consideration upon adopted Kramer Features. Great, isn't it?

The Canadian dealer, however, loves a "square deal," and the advent of each season brings an ever-increasing demand for the original Kramer. The Kramer is the only finished, the only well machined attachment on the market—its sterling qualities are the admiration of farmers everywhere. The intelligent, far-sighted public is demanding the Kramer—it will have the Kramer, and the dealer who is fortunate enough to secure the Kramer Agency will get the business—not a part of it, but the entire plow attachment trade.

Note the splendid finish of the Kramer blades, the butcher knife point and the well ground and perfect cutting edges.

These splendid blade and disc structures are exclusive Kramer features.

The demand for Kramer attachments is continually increasing among the best dealers in the country. It is the one absolutely reliable plow attachment on the market. There is a big demand for this attachment already established.

Canadian Jobbers:

JOHN DEERE PLOW

REGINA

SASKATOON

NO IMITATION HERE

Kramer customers can be supplied with the choice of four different blade structures, to meet the requirements of every soil condition. Disks are all interchangeable.

Blade No. 1 starts cutting at the point. No. 2 at the heel, and No. 3 strikes the ground its entire length. Solid Disks and Packers can also be supplied.

All Kramer blades cut with a curved shearing motion, and the ground is stirred and made to sift between the discs, thus leveling turning, pulverizing and making it fine. The result is a Seed Bed which cannot be equalled by any other process of pulverizing.

Blades used by imitators are just as they come from the forge and foundry. There is no careful shaping, tempering, grinding and polishing. The imitation is made as cheaply as possible. A mere process of assembling.

Don't be deceived by carefully doctored up wash drawing of attachments manufactured by concerns making a cheap imitation of the Matchless Kramer Harrow.

As to the general construction and working qualities of our plow attachments, we respectfully submit the following letters recently received from the Agricultural Department of two of the great Agricultural states of the Union.



Disc No. 3

University of Illinois, College of Agriculture and
Agricultural Experiment Station.

E. Davenport, Dean and Director.

O. D. Center, Dept. of Farm Crops.

Urbana, Ill., Feb. 23, 1910

The Kramer Company, Paxton, Ill.

Gentlemen: When we secured our first Rotary Harrow Attachment in 1908, we said that we would give this implement a thorough trial, and use our own pleasure as to whether we would send you a statement regarding its merits.

After having used the rotary for two seasons, and having tried it on stubble land, stalk ground and sod, and after having seen it working in many sections of the state, we felt justified in sending you this statement as to our opinion of the merits of these implements.

The first Rotary Harrow secured was somewhat similar to your 1910 Model, and while this style

did excellent service, there was a tendency for it to clog occasionally when used in very heavy corn stalks. Aside from this fault it did the work in an excellent manner, attacking the furrow slice at such a time as rendered it possible to pulverize the slice to the best advantage, leaving it with a splendid mulch on the surface to conserve the moisture.

After having secured your Swastika Model, we feel that we now have an implement that answers all the requirements of perfect pulverization, non-clogging, and excellent work in the highest degree. We have used this model attached to a plow turning under corn stalks that had been unpastured, and which had been sufficiently heavy to produce over 70 bushels of corn the previous season. Even in this heavy growth of stalks, this Swastika model pulverized thoroughly and perfectly the furrow slice, with absolutely no clogging.

We regard these Rotary Harrows as one of the best means of conserving the moisture of the soil, together with ease and efficiency in pulveriza-

tion, that it has ever been our pleasure to work with.

Yours very truly,

O. D. CENTER,

Department of Farm Crop.

(Explanation)—1910 Model is now equipped with same scraper as Swastika Model. Hence, the matter of clogging has been entirely eliminated.

Agricultural & Mechanical College of Texas.

College Station, Tex., Feb. 4, 1910.

J. W. Kaufmann, Mgr.,

The Kramer Company, Paxton, Ill.

Dear Sir: The 1910 Model Harrow Attachment which we purchased of you has been attached to our gang plow, and I wish to say that it is the most satisfactory tillage tool that I have ever used. The economy with which it is operated should appeal to any practical farmer.

Yours very truly,

C. H. ALVORD, Prof. of Agriculture.

A postal card will bring our 30-page catalogue which thoroughly describes and illustrates different models of plow attachments.

You will make no mistake in placing your order to-day. You may wire at our expense. Prices and terms are always right.

THE KRAMER CO., PAXTON, ILL. and WINNIPEG, CAN.

Co., LTD., WINNIPEG

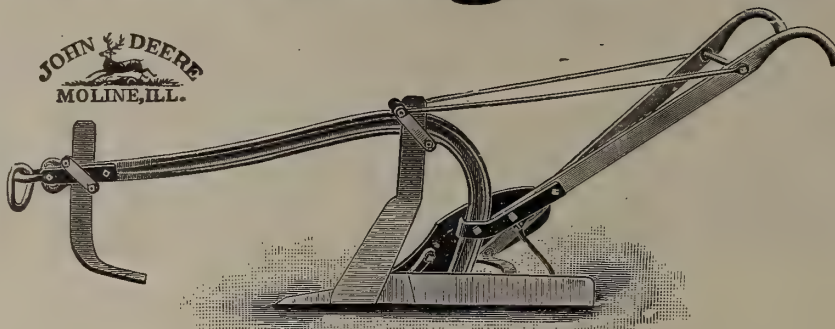
CALGARY

EDMONTON

Road Building Machinery

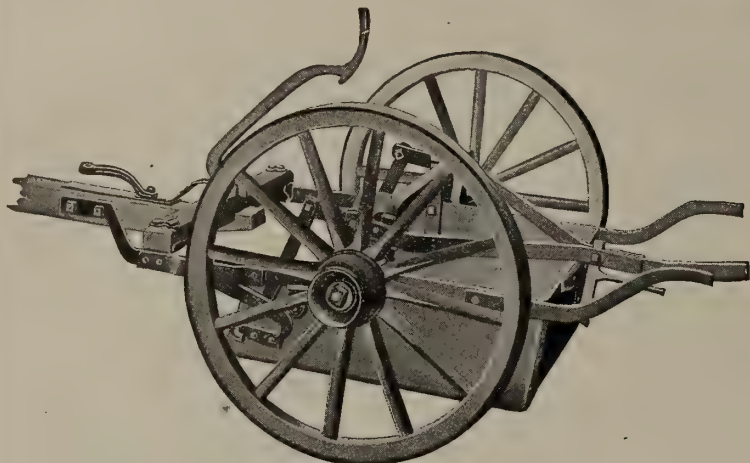
We carry in stock a full line of
Road Machines,
Elevating Graders,
Municipal and Railroad
Scrapers, Plows and
Wagons.

JOHN DEERE
MOLINE, ILL.

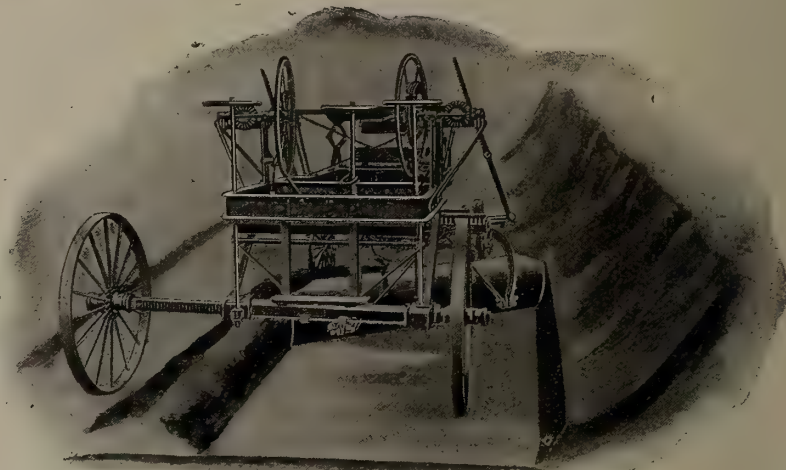


"Deere" Monitor Grading Plow.

SPECIAL PRICE
LIST
AND LITERATURE
ON
APPLICATION



Western Wheel Scraper.



The American Western Reversible Road Machine.

THE FLEURY PULVERIZER

Pulverizes and Packs the Soil

How a Pulverizer Helps

A good seed bed is composed of a fine mellow soil well packed to insure capillary connection with the subsoil.

Such a seed bed will produce better crops than a lumpy one of the same chemical composition.

This is why a good pulverizer should be a part of your equipment. Other things being equal it insures better crops.

It is often necessary to plow land when it will break up into large chunks or clods. In such a case, a pulverizer is indispensable for fining the soil.

The fact is, almost any soil is benefited by being pulverized and packed after plowing, regardless of its condition.

Light, loose soils are kept from drifting by being treated in this way.

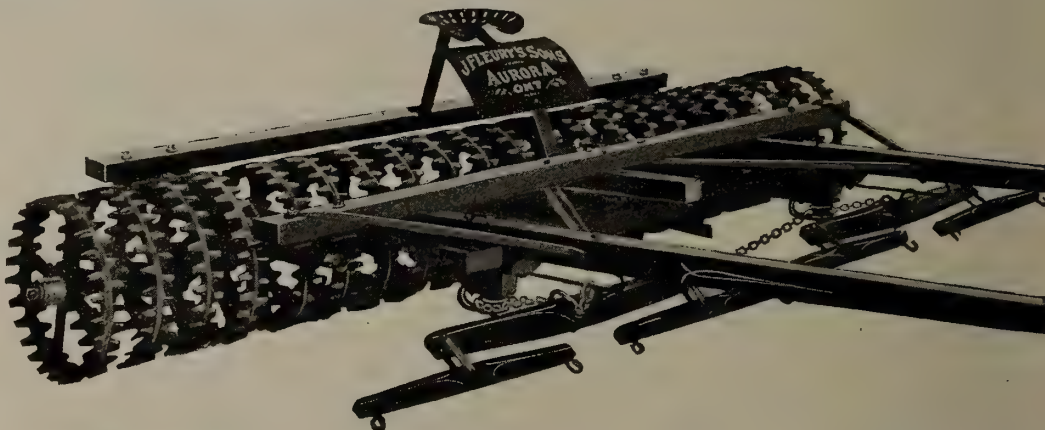
The Fleury does the Business

In the first place it is sufficiently heavy for its work, there is no necessity for weighting.

The sections are so constructed that they pulverize all lumps and pack the soil so it is in good seed bed condition. At the same time, it helps to produce a surface mulch which holds moisture.

It does the work of both a pulverizer and a land roller.

Also, this pulverizer is sufficiently flexible to accommodate itself to rolling land.



Besides this, it is very durable. It has bushings that take the wear instead of the wheels.

The ends of the wheel hubs are chilled which reduces the end wear on the wheels.

These are a few of the excellent features of the Fleury Pulverizers. Ask us for further information.

Fleury Pulverizers are made in the following sizes:

16-section, 1-pole	22-section, 1-pole
22-section, 2-pole	24-section, 2-pole
22-section, 2-pole, pulley hitch, with doubletrees	
24-section, 2-pole, pulley hitch, with doubletrees	

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

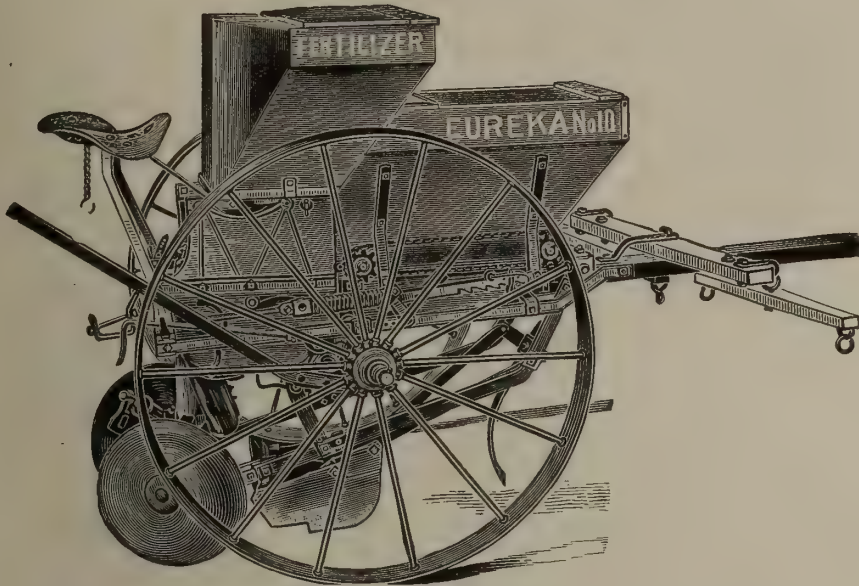
SASKATOON

CALGARY

EDMONTON

EUREKA POTATO PLANTER

FEATURES.



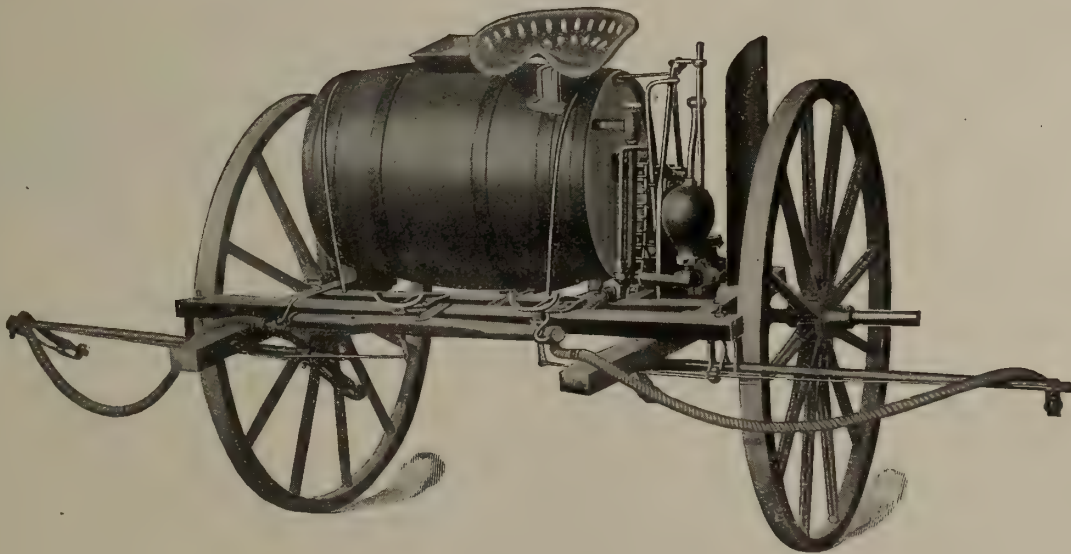
No. 10 Eureka One Row, Two Horse, One Man Potato Planter.

Light weight,—Main frame entirely of steel.
 Lightest draft,—Wheels higher than other makes. Wide tire.
 Under perfect control of driver. Does not require two men.
 Seed pickers in plain view. No guessing about accuracy.
 Plow placed directly under axle, and always runs at uniform depth.
 Covering discs close to plow, insuring proper covering on side hills and uneven ground.
 One lever puts machine in and out of gear and raises and lowers plow, discs and marker.
 Planter is perfectly balanced. No neck weight.
 Seed hopper feeds automatically to picker box.
 Pickers work at **sides** of box, causing proper agitation of seed and more accurate planting than other styles.
 Pickers do not squeeze or bruise the seed.
 Quick and easy adjustment to change the distance of dropping seed.
 All working parts of planter are in plain view.
 Eureka planters are sold with or without fertilizer attachment.
 Eureka Potato Planters have been manufactured for ten years.
 Successfully used in all important potato growing sections.
 No complicated mechanism. Low cost for maintenance.

The Splittstoser Sprayer

The Simplest Sprayer Built. Sprays four rows at a time.

The Splittstoser Sprayer is equipped with a double acting, brass lined pump. Brass Piston, with reinforced steel centre, brass stuffing nut and drain plug.



FRONT VIEW

The Splittstoser Sprayer permits the operator to control the nozzles or sprays with foot.

The Splittstoser Sprayer is mounted on wheels adjustable from 28 to 36 inches. The Splittstoser Sprayer frame is entirely of steel. Shafts are removable when not in use.

For Full Particulars and Prices write:

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON

Advertising for Retailers

Our readers will be interested in the following very helpful suggestions for advertising the retail implement business. They come from the pen of W. D. Fellows, advertising specialist. Writing in *Farm Implement News*, he says:

I certainly believe in the use of cuts in implement dealers' advertising.

But they must be good cuts, and belong in the ad.

It's foolish to use cuts just for the sake of using cuts.

If the cut has no significance in the ad. then the only excuse for using it is to attract attention.

If I had good cuts—appropriate cuts—I would put little limit on the number I would use.

Of course, that is something that will take care of itself and will settle itself for each occasion.

But here's a rule I would lay down: If there isn't room to use a cut and tell your story also, tell the story and leave out the cut.

If there is room for both, so much the better.

Another point: I should certainly advise the use of the same style of display and the same style of type.

If this is done intelligently it will save space.

Your ad. set in characteristic type displays itself.

If a distinct style of type and border be secured, there is little reason for using large display type. The whole ad. becomes distinct—becomes a unit and therefore the whole space is prominent and not simply the one line that is set in bold type.

Such advertising is not likely to lose its freshness, if it ever had any freshness in it.

The interest and freshness of an ad. do not depend upon its typographical display.

If you can teach farmers that you are in the habit of saying interesting things in your ads. they will look over the paper for your ad.

And, mark you well, they will read it even if it be set in solid nonpareil type so small that they will have to squint.

To be sure, you have no right to make your farmers work hard to read even your most interesting productions, but it is what you say and how you say it that are the most important.

How the ad. looks is the next consideration.

How your ad. looks is by no means the first thing to think about.

First: Decide what your story is to be; second, how it is to be told; third, what you are going to make it look like.

All the reading matter of most newspapers is set in about the same size type. The reader of a certain paper soon learns to find the items and articles that interest him.

If these items can be placed in the same spot, on a certain page, every day, so much the better.

However, if their positions are changed he will hunt for them because he wants to read what they say.

The same thing is true of your advertising.

If you make it of enough interest farmer-readers will look for it.

If you have a fixed position for it and set it in readable type, you will thus accommodate the reader and you will probably gain more readers than you would in any other way.

There's another feature I would like to touch upon and it is the matter of "introductions" which so many advertisers seem to feel that they must indulge in.

Most advertisers think it necessary to preach a little sermon, as it were, before getting down to real business.

Most of this stuff is utterly worthless. It wastes space, and I doubt if even competitors read it.

My experience has been that readers, as a general rule, skip these introductions.

They are after the detailed facts of your proposition and are too anxious to get to them to spend their time in the reading of so-called introductions.

Introductions are usually set in a long, solid paragraph which scares the average reader away from tackling it.

Short paragraphs are the thing.

Sometimes it is a wise policy to make each sentence a paragraph.

Short, snappy paragraphs invite a reading.

The reader is drawn toward them.

The long, solid paragraph looks too formidable and too much of a job to read it.

Take it home to yourself—when you are glancing over the pages of your favorite paper, don't you seem to be drawn almost unconsciously to the columns which are printed in little paragraphs?

It doesn't seem to you that you are tackling a big job when you read these little paragraphs. Still one leads on to another and before

you are aware of it you have read more than you intended to at the start.

The same rule works the same way on readers of advertising.

Give it to 'em in little mouthfuls—not breakfast, dinner and supper all in one lump.

Maybe it's silly for folks to be so finicky, but that's the way they're built, and you've got to take 'em as they come.

Renovate Your Rig.

Most implement dealers drive through the country-side a great deal and in the natural course of things the faithful buggy that carries them in comfort many a mile begins, after a year or two of service, to look the worse for wear. In such a case the appearance of the rig is greatly improved by a glossy coat of paint, and it will be altogether likely that the owner will be able to dispose of it at a better price than if it were offered for sale just as it came off the road. He can then treat himself to a new vehicle from his stock and once again experience the delight of driving in "a swell rig."

The first thing to do is to see that the tires do not need setting. Suppose these are in good condition and no broken iron-work necessitates a visit to the smith, have the vehicle thoroughly washed and then, supporting the body on some old packing cases, remove the wheels and fix a piece of pipe or bar-iron in such a way that the wheel can spin freely on it in its natural position. You will find this a convenient way of painting the spokes. Now get some medium coarse sandpaper and, give any bare places or rough surfaces a thorough rubbing down. Having carefully removed the dust left by this operation the bare places should be given a coat of priming lead. When this is dry we are ready for the buggy paint. A suitable ready-mixed paint for this purpose can be obtained at the hardware store, and it will be found wise to stick to the original colors of the vehicle. Two coats should be given, the first being put on as dry and thin as possible. As a finishing touch a coat of good carriage varnish may be added without running the expense too high. An old buggy treated in this way is worth from \$10 to \$15 more than it would be as it came off the road.

The above is not exactly the way the professional carriage man would treat the job, nor will the results

be as good, but, for the expense and time devoted to it, there is no better way of getting an old vehicle off your hands.

Do You Know This Man ?

The farmer gazed with heavy frown

Upon his mower broken down,
Then hastened to the nearest town
To buy repair.

He told the dealer of his woe
And how much grass he had to mow,

But not a number did he know,
Nor seemed to care.

"The part I want," he wisely said,

"Is hollowed out and painted red.
I had the number in my head,
But I forgot.

It holds the thing-um-bob in place
'Steen inches from that long iron brace

That fastens to the big main base

And keeps it set.

"You surely know just what I mean,

It broke before on this machine,
That what-you-call-ums it's between

And just behind
That thing which moves along
like that,

About as big as this old hat
Would be if you should smash it flat

I think you'll find."

The dealer sighed and shook his head,

"I don't know what you mean,"
he said;

"We'll have to search the extra shed,

So come along.

If you would only tax your brain
So that the number you'd retain,
Or bring the old part in, 'tis plain
You'd not go wrong."

From end to end he searched the bins,

Clawed over castings, bolts and pins,

And skinned his fingers and his shins;

It made him "cuss."

But still he searched with sinking heart

(He'd seen two customers depart)

And in the last bin found the part,

'Twas ever thus.

"That's it," the farmer cried with glee;

"I thought 'twas number thirty-three.

Now, what's the price of that to me?

Great Jumpin' Frogs!

Not forty cents? An awful rate
For a thing that hasn't got no weight,

Oh, well, just put it on the slate
Till I thresh my hogs."

—C.A.L. In *Farm Implement News*.

Danger From Fire.

Lighted matches carelessly thrown down, cigarette ends, and so forth are not the most frequent causes of fire. Apart from spontaneous combustion, which we shall mention later, defective or foul stove pipes seem to cause most of the fires in this country. When burning green and sappy woods in stoves and furnaces a deposit of a tar-like nature is very quickly formed in the stove pipes, and in combination with the soot which also forms, is highly inflammable. A strong wind will at times carry flames far enough into the stove pipes to ignite the accumulated deposit, and once started, the thin sheet iron will become red-hot in a few minutes, and woodwork, wall paper, etc., within a few inches is likely to char and burst into flame. And it is surprising how quickly a fine frame building will vanish into thin air once the devouring flames get hold. The moral is—keep your stove pipes clean; once a month is not any too often to have them down and remove the carbon deposit. Also see that your pipes do not pass nearer

than a foot to any woodwork. Where they must be led through a wall or ceiling the safest plan is to have a solid cement or fire-brick block of goodly dimensions with a hole left large enough to take a thimble and the pipe. The chimney itself should not be neglected. There is often an accumulation at the bottom, where the stove pipe enters, and a right angle is formed with a pocket which gets filled up with soot. This is a source of danger, and may smoulder for a long time through the agency of a spark, until an extra draft will ignite the whole interior of the chimney with disastrous results.

Vegetable oils, more especially linseed, cottonseed and olive will ignite spontaneously if spread over a large surface of inflammable material, such as waste, cotton rags, etc. They will then absorb oxygen from the air so fast that the heat generated will cause them to char, and then take fire. A mop used in oiling a floor took fire in a few hours after being left in a closet.

Linseed oil is responsible for the greatest number of burned buildings. Cotton rags, sawdust,

etc., wet with olive or cottonseed oil are liable to get into any heap of rubbish and take fire.

Lard, tallow and butter smeared on rags and thrown into a trash barrel are a source of danger. The storehouses in which rags are picked and baled are very likely to be destroyed by spontaneous combustion.

Many barns are burned by new-mown hay getting over-heated, and icehouses are liable to take fire from the heating of the sawdust packed in the walls.

Brantford Cordage Co. make Big Extension.

The Brantford Cordage Co., of Brantford, Ont., have let the contract for a large extension to their plant. An addition to the main factory 150x18ft. will be erected and utilized by fifty of the latest high speed spinning jennys.

With the new machinery and extra room provided it is expected that the output of the factory will be increased by sixty per cent. At present the plant, while worked to its utmost capacity, can barely fill home orders, foreign orders being of necessity turned down. The history of the

Brantford Cordage Co. may be summarized in the old adage "Nothing succeeds like success."

And Mary Blushed.

An elderly bishop, a bachelor, who was very fastidious about his toilet, was especially fond of his bath, and requested particular care of his tub from the maid.

When about to leave town one day he gave strict orders to the housemaid about his "bawthtub," and said that no one was to be allowed to use it.

Alas! the temptation grew on the poor girl, and she took a plunge.

The bishop returned unexpectedly, and finding traces of the recent stolen bath, questioned the maid so closely that she had to confess she was the culprit, and was very sorry.

"I hope you do not think it is a sin, bishop?" asked Mary in tears.

Eyeing her closely, he said: "Mary, your using my tub was not a sin, but what distresses me most is that you would do anything behind my back that you would not do before my face."—Exchange.

Be a giant and not a dwarf in any business or profession you engage in.



Wagon Tanks for Oil or Gasoline
Wagon Tanks for Water
Pumps and Hose for Oil or
Water

Write for our Prices on everything
 .. pertaining to the tank line ..

Red River Metal Co.

51 and 53 Aikins Street WINNIPEG

THE Interprovincial Fair

BRANDON, MAN.

The Great Agricultural and Industrial Exhibition of
 Western Canada,

JULY 25 to 29, 1910

THE FARMERS' HOLIDAY WEEK

\$30,000 IN PRIZES **\$30,000**

For Live Stock, Agricultural, Dairy, Domestic, and Industrial
 Exhibits and Racing Purses

The Interprovincial is the Farmers' Fair of Western Canada; as
 such it affords an excellent opportunity to manufacturers.

INDUSTRIAL EXHIBITS SOLICITED

Application for space should be made early. The Farmers are your
 customers. You can meet more of them at the BRANDON FAIR than
 at any other function.

FOR PRIZE LISTS AND ALL OTHER INFORMATION APPLY TO
 W. I. SMALE, Secretary.

Banquet and Presentation to "Billy" Hamilton.

Friday evening, 8th inst., a merry party assembled at the well known hostelry of host Chadwick at Deer Lodge. The occasion was a fond farewell to Mr. Wm. Hamilton, (better known as "Billy") who had served the International Harvester Co. and the McCormick Co. for a period of 17 years. He is now retiring because his personal interests demand closer attention. Mr. Hamilton has made his home at Neepawa, Man., since 1880, and has considerable farm lands and other property in that neighborhood to which he will now devote his whole time.

A special car was chartered from the Street Railway Co. and left the offices of the International Harvester Co. at 7 p.m., reaching Deer Lodge at 7.30. A festive board was discovered to the party, groaning with good things, and after the repast, both solid and liquid had been disposed of, the chairman, Mr. M. J. Rodney, general agent of the International Harvester Co., called the assembly to order and in an eloquent address touched on the life of the early pioneers, referring specially to the guest of the evening, who as a lad of twenty had reached Winnipeg early in March of 1880. With little or no funds Billy Hamilton shouldered his grip and started on foot through the snow for Neepawa, a distance of about 120 miles. On the third day of his tramp he was attacked by snow-blindness but fortunately a fellow traveller going in the same direction was able to lead the indefatigable youth, still carrying the grip, toward his goal. In this fashion, footsore and weary, he reached Neepawa on the fifth day.

The speaker pointed out that their guest had trodden a stony path in these early days and had, by sheer perseverance, together with honest, straightforward dealing, accomplished a goodly measure of success.

He went on to express the sentiments of the I. H. Co., of their staff, and himself towards Mr. Hamilton, and emphasized the fact that although they deeply regretted the loss of such a devoted worker and genial friend, they could not but congratulate him upon having by his own exertions reached a position where it was no longer necessary

for him to serve another's interests. At his comparatively early age it was unusual for any but the most steadfast to have reached the desired goal.

On behalf of the staff the chairman took pleasure in presenting him with a magnificent gold-headed cane, and for Mrs. Hamilton an equally beautiful gold mounted umbrella, both suitably inscribed.

Mr. Hamilton expressed his thanks in well chosen terms for the tasteful gifts and hearty reception accorded him, although no such tokens were necessary to keep green in his memory the friendships formed during his long connection with the company.

Mr. H. F. Anderson, general manager of the Tudhope Anderson Co. was then called upon and paid a glowing tribute to Mr. Hamilton, whom he had known in a business way for over twenty years.

Mr. F. D. Blakely, publisher of Canadian Farm Implements, then rose to do honor to the guest of the evening, whom he had known for some fifteen years. He believed that it would be safe to say "Good-day, Mr. Hamilton," to the first person one met in Neepawa, for there were a very large number of people bearing that name in and around the town. He trusted that the

younger members of the staff who were present would follow Mr. Hamilton's example, never allowing the milk of human kindness to be altogether displaced by hard, unprincipled business dealings. Mr. Hamilton had the reputation of being at all times disposed to extend leniency to all honest creditors.

Mr. R. H. Potter, general agent of the International Harvester Co. at Saskatoon had known Mr. Hamilton for many years, their first meeting proving most friendly in spite of the fact that they were competitors. Afterwards Mr. Hamilton had been blockman under him when he became general agent at Winnipeg and their relationship had remained one of close friendship at all times. It gave Mr. Potter the greatest pleasure to be present and to extend his best wishes for success and prosperity to their honored guest.

Mr. W. M. Boyd, assistant general agent of the International Harvester Co. at Winnipeg was one of the old-timers of the province and had known Mr. Hamilton for as long a period as any of the others present, he believed their association had perhaps been more intimate, and it was with real regret that he now assisted to "speed the parting guest" thereby cutting a bond of highly valued intimacy.

Every member present expressed individually, although in different terms, the foregoing expressions of good will and friendship towards Mr. Hamilton.

The proceedings were enlivened at intervals throughout the meeting by the following program:

Comic Song E. B. Rossiter
Solo I. A. Shantz
Instrumental... A. T. Penwarden
Recitation R. C. Walsh
Recitation G. S. D. Corbett

The meeting closed in the small hours with toasts to Mr. Hamilton and the chairman.

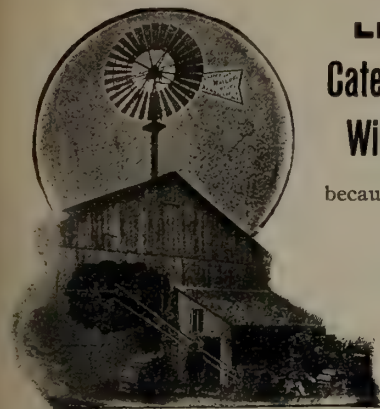
The following gentlemen were present:

M. J. Rodney, General Agent, Winnipeg; H. F. Anderson, of Tudhope, Anderson & Co., Winnipeg; F. D. Blakely, of Canadian Farm Implements; R. H. Potter, General Agent, Saskatoon; W. M. Boyd, Asst. General Agent, Winnipeg; W. O. Lamb, Asst. General Agent, Regina; W. J. Hamilton, S. F. Pearce, Jas. Fraser, John Ryan, H. E. Swartwood, J. G. Inglis, E. J. Chambers, E. J. Harden, W. W. Hollands, H. P. Rogers, S. J. Moore, Wm. Metcalf, Geo. Trepena, A. T. Penwarden, R. C. Walsh, I. A. Shantz, R. Keys, T. T. Musselman, C. E. Walsh, E. B. Rossiter, G. S. D. Corbett, E. Clark.

Kind words are a bright oasis in life's great desert.



The International Harvester Co. Building at Calgary, Alberta. This substantial edifice is 125 x 120 ft., four storeys and basement, constructed of millstone and pressed brick. Spur track at the rear has a capacity of four cars.



LIVE DEALERS will sell
Cater's Wood and Iron Pumps, Star
Windmills and Gasoline Engines

because they are of the Highest Grade and
 Lowest in Price

Write for our Special Cash Price

Address

Brandon Pump and Windmill Works,
 H. CATER..... Proprietor
Brandon, Man.

BRADSTREET'S

Established 1849

Capital and Surplus \$1,500,000,

Offices throughout the civilized world.

Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont.,
 Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Calgary, Alta.,
 Vancouver, B.C.

C. G. SCHAFFTER, Supt., Commercial Travellers' Bldg., WINNIPEG, MAN.

BURTON'S SAWS

TEMPERED BY a New Process

and positively the BEST. The heat is registered by an electric pyrometer while the saw is clamped in a revolving furnace under many tons hydraulic pressure. Absolute uniformity of temper in every part of the saw is thus attained. We positively guarantee that there are no hard or soft spots in our saws. They have greater toughness and retain a keen, cutting edge longer than any other make. Write for catalogue and prices.



The A. J. Burton Saw Co. Ltd., Vancouver, B.C.

Hero Grain Separators

Sold only through
 the Trade.



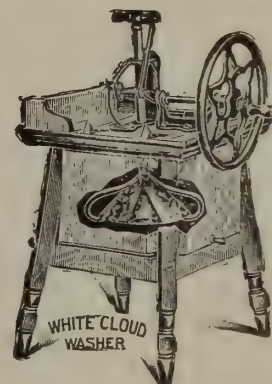
A Grain Separator without
 an Equal.

The Hero has proved itself by years of service. For reliability and efficiency no other separator can compare with it. Cleans oats from wheat thoroughly. Built of the very best materials obtainable under the supervision of an expert. Satisfaction guaranteed to every user. Repeat orders come as a natural sequence if you handle the Hero specialties. They bring more business, more profit, and build up a reputation for the dealer by their sterling qualities.

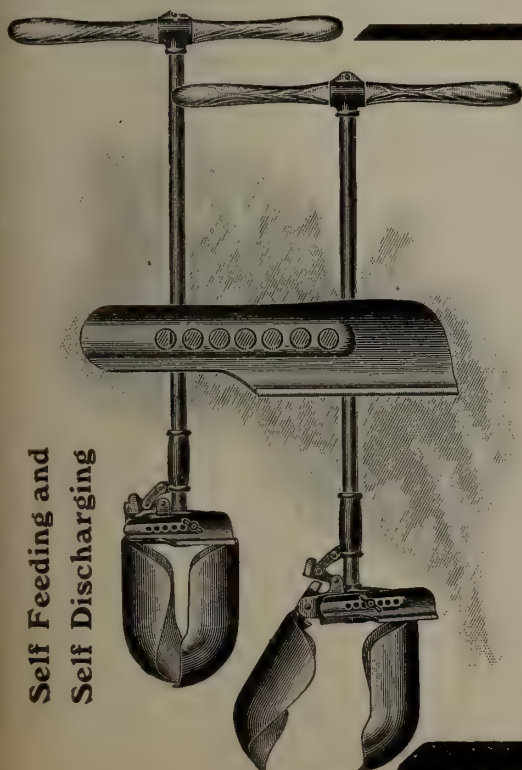
HERO MANUFACTURING CO. LTD.,
WINNIPEG

Hero White Cloud Washing Machines

The most perfect, simple and durable washer ever offered to the public. The best on the market by long odds. Constructed of highest quality materials by skilled workmen. Nothing to injure garments, simply forces suds through the fabric. A few minutes does the trick. No rubbing; quicker work with less effort than any other machine. Made of sheet metal—10 to 50 pounds lighter than the other kind. Can be operated either standing or sitting.



The Best Washing Machine
 made in America



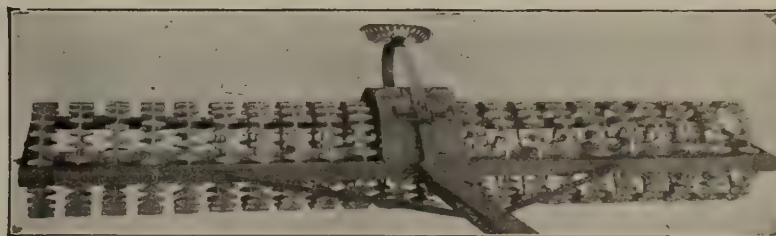
Self Feeding and
 Self Discharging

THE STANDARD

is the only Expansion
 Earth Auger on the
 market.

NINE different sized holes can be made with ONE Standard Earth Auger. You can make ONLY ONE sized hole with one auger of any other make. Efficiency considered, costs less than any auger made. It won't cost you a cent to prove it. Our guarantee is behind our goods. Write for Price List and Catalogue 10.

Made only by
STANDARD EARTH
AUGER CO.
 1128-1134 Newport Ave.
 CHICAGO, ILL. U.S.A.



ALL STEEL FRAME PACKERS

ARE THE STRONGEST BY TEST.

We have a few only left in the large size, 22 wheel and can ship promptly in individual shipments.

The Dealer that gets one of these **Jointed, all steel frame 1910 Packers**, as made by us, will handle no other next season. You can prove this statement by ordering one now from

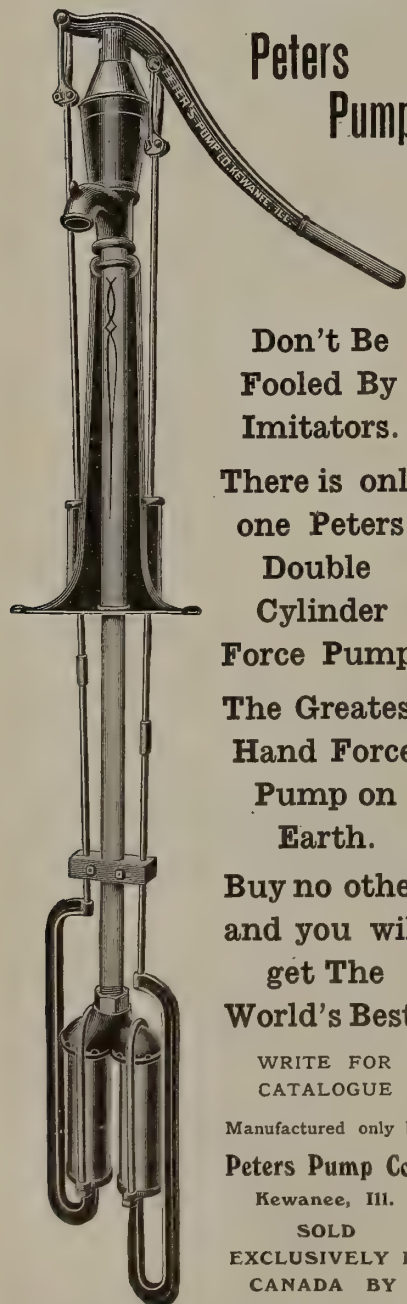
B. Bell & Son Co., Ltd., Winnipeg

International Harvester Co. Report for 1909.

The distribution throughout the world of farm machinery and allied products aggregating in value \$86,614,549 is the record of the International Harvester Company for the season 1909, as shown by its Annual Report, just issued. This is an increase of nearly twenty per cent. over the sales of 1908, which amounted to \$72,541,771.

That the prosperity of this company is directly dependent upon the prosperity of the farmer is graphically shown by charts appended to the report giving the value of the world's production of wheat, corn, oats, rye and barley, which in 1909, reached the enormous sum of \$10,500,000,000, an increase of more than \$1,000,000,000 over 1908. Twenty-eight per cent. of this amount was received by the farmers of the United States.

The Only Original



Peters Pump

Don't Be Fooled By Imitators.

There is only one Peters Double Cylinder Force Pump. The Greatest Hand Force Pump on Earth.

Buy no other and you will get The World's Best.

WRITE FOR CATALOGUE

Manufactured only by
Peters Pump Co.,
Kewanee, Ill.
SOLD
EXCLUSIVELY IN
CANADA BY

Tudhope, Anderson & Co. Ltd.
Winnipeg, Regina, Calgary, Saskatoon



Gasoline Tractors at the 1909 Winnipeg Industrial

The earnings of the company for 1909 show a fair return upon the capital invested, the profits for the year being \$14,892,740, a little more than ten per cent. upon the present capital stock, all of which is fully paid by cash, real estate and other tangible property. No stock was issued for patents or good-will.

A significant item of the company's assets is \$29,752,945, invested in farmers' and agents' notes. This portion of the company's working capital is, in effect, loaned to farmers and retail dealers. The farmers are thus enabled to buy machines for immediate use which they could not purchase were it not

for the company's policy of granting liberal terms of credit.

In addition, \$53,399,926 is invested in raw material, machines in process of manufacture and finished products. The latter are stored in all parts of the world, ready to meet the varying demands of a trade which frequently is unable to forecast its needs until the harvest is at hand.

The company has, during the last few years, invested a large amount of capital in improving and developing its newer lines of farm implements, such as wagons, manure spreaders, gasoline engines, cream separators, auto buggies and tractors. Sales in these lines aggregated during the year over \$20,700,000, and a considerable portion of the increased earnings have been derived from this source.

The company retains its place as an important factor in the foreign trade of the United States. Its foreign business has increased almost one hundred per cent. since

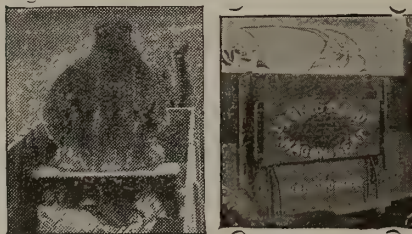
it began doing business, and in 1909 reached the sum of over \$28,000,000.

The company's policy of profit-sharing has been largely extended during the past year. More than 4,400 employees are now stockholders in the business. 34,094 shares of stock were subscribed for last year under a generous plan offered by the directors whereby the employees could pay for stock in monthly instalments, and would receive, in addition to the regular dividends, a special annual allowance. In addition to this distribution of stock, the company has continued its established custom of setting aside a certain sum, proportioned to its earnings, to be distributed annually to employees who have rendered specially meritorious service.

The recently established pension fund is now \$502,654. This fund, contributed entirely by the company, is intended to make permanent provision for employees who have been long in the service and who should retire from active work.

The Employees' Benefit Association has proven a most successful

BEST SELLING SPECIALTY Offered the Trade **LLOYD'S** Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Implement Dealers should write the Wawanesa Wagon Seat Company in connection with handling Lloyd's Handy Wagon Seat as a side line. This is a paying proposition and an easy seller. Makes a wagon ride easier than a buggy.

For further information write the
Wawanesa Wagon Seat Co.
WAWANESA, MAN.

FRAZER AXLE GREASE.



Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.,**
Factories: St. Louis, New York.
NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

WATER COOLED GASOLINE ENGINES

1 1/2 H.P.	{ FOR SALE CHEAP
2 1/2 "	
3 "	
8 "	
10 "	

**THE GASOLINE ENGINE
SUPPLY CO.,**

36 Main St.

Winnipeg.

department of the company's business. At the end of sixteen months it has 19,559 members. During this period it has paid out \$232,232 in sick, accident and death benefits.

The report states that the officers have been giving careful attention to the subject of employers' liability and compensation to employees for industrial accidents with a view of adopting a plan which would be fair both to the company and its employees. Since the report was prepared, this plan has been made public and will be put in operation on May 1, 1910.

A Tall Chimney

The loftiest chimney in the world was recently put into service at the large smelting works at Great Falls, Mont., where it will serve to carry off the gases from the greater part of a large plant. The chimney, which is built of brick, is 506 ft. in height above the ground. It is 50 ft. in diameter at the top, and increases gradually in diameter to the base. The flue includes a dust-chamber, in which vertically hung wires serve to take out dust from the smoke. The dust is removed from the wires by a shaking mechanism and falls in hoppers on the floor, from which it is loaded into cars in a pit below.

To support the huge weight of a shaft of this size, it was necessary to build a correspondingly large foundation, the dimensions of which are as follows:

Depth—20 feet.

Footings—103 feet across on the outside, 47 feet across on the inside, thus making the walls 28 feet thick.

This chimney is erected on top of a hill which is some distance from the smelter. The flue connecting the two being a little short of half a mile in length, and fully large enough for four large automobiles to be driven abreast through it.

The necessity for a stack of such enormous capacity can be readily understood from the fact that over two million feet of gas are emitted from the smelting operations, a quantity which if it was illuminating gas, would be more than sufficient to light the entire city of Greater New York. The stack, however, is capable of carrying off a much greater amount than this, its maximum amount being four million feet per minute.

The hill on which this chimney stands is 300 feet above the level of the valley and 2,000 feet from the smelter. Its exposed position and the prevalence of exceedingly severe weather necessitated the most careful calculation of strains and stresses.

The material used in the construction of this chimney were as follows:

The concrete foundation required 5,200 barrels of cement, 2,000 cubic yards of sand, and 4,000 cubic yards of slag. This was built by the company at a cost of \$50,000.

The chimney itself required 13,000 tons of brick, 3,075 barrels of cement, 5,225 barrels of lime, 4,180 cubic yards of sand, 200 tons of acid-proof mortar.

The total weight is between 17,000 and 18,000 tons, and the cost was \$200,000.

In the construction of the chimney 200,000 feet of lumber were used for scaffolding, four elevators were used and a complete system of speaking tubes had to be installed and kept in operation at each elevator.

An interesting feature of the construction of this huge chimney is the fact that a brick plant was built at the site especially to provide the brick for its construction. This plant is electrically driven throughout and contains the most modern machinery and consists of nine downdraft kilns of the latest type.

It is said of this gigantic shaft that if laid on the ground it would form a tunnel through

which three railroad tracks of standard gauge could be laid side by side, and that the bricks used in its construction would make a 6-foot sidewalk 2½ miles in length.

Encouraging

The final estimates for 1909, as given by the "Census and Statistics Monthly," of the production and value of field crops and the number and condition of live stock in the Dominion, gives encouraging signs for the expansion of business of farm implement dealers.

An area of 30,065,556 acres of field crops has yielded a harvest which computed at local market prices has a value of \$532,992,100, as compared with \$432,534,000 from 27,505,663 acres in the year 1908.



BAYNES

No. 484—Auto Seat Buggy

We make a full line of

Surreys Stanhopes Road Wagons
Top Buggies Democrats, etc.

For the convenience of our Western friends we have a large, well assorted stock in both Winnipeg and Saskatoon, and orders sent to our general agents will have prompt attention.

WRITE:

A. C. McRae, Winnipeg, Man.

WRITE:

W. J. Bell, Saskatoon, Sask.

Catalogue Mailed to all Agents.

The Baynes Carriage Co. Ltd., Hamilton, Ontario

IMPLEMENT DEALERS IN PIONEER DAYS

The Grand Forks (N.D.) Tribune recently printed the following tribute to the implement dealer. It is so different to what often appears in the daily press that we reproduce it entire.

The importance of the implement dealers in the business development of the state is one of the things which command a liberal share of attention and commendation. In North Dakota they have contributed in no small measure to the unparalleled development of the state. In any agricultural community they form an important part in the commercial system. But in a new and developing country they are absolutely indispensable.

The pioneers in this state were not men of luxury. They did not come, except in rare instances, from the families of wealth in the older states. The vast majority brought larger supplies of sturdy manhood and developed brawn than they did bank accounts. It

was just the class and kind of people needed for a new country. They could endure the hardships of the pioneer without flinching, and possessed the physical manhood to convert the wilderness into farms. But the task of making farms was an impossibility without machinery.

The implement dealer supplied this demand by establishing his business along the frontier, and the man who had the brawn, but lacked the machinery, was supplied, so that it was possible for him to succeed. The dealer took a long business chance, for if the crops failed, as they sometimes did, then the debtor, be he ever so honest and willing, could not pay. The chattel mortgage was his only remedy, and second-hand machinery after one or two years' use was not a valuable asset. But he stuck, and year after year gave the farmer the advantage of his capital. Good crops finally became the rule

rather than the exception, and both farmer and dealer prospered. The accounts were in a measure squared.

Along with the increased prosperity came better business conditions for the dealer. His business lost some of the hazardous features. But his profits—from causes other than competition—became less, and to-day he is probably not making as large a profit as the majority of his merchant neighbors.

The line is not as important now as in the pioneer days. The increase in the number and kinds of crops has made an equally wide demand for implements. Where once a breaking plow, gang plow, disc, harrow, drill and reaper met every requirement of the farmer, now he must have in addition to these a mower, stacker, potato digger, cultivator, manure spreader, corn planter, shredder and a dozen others. From a pioneer agency the implement dealers have grown into a fixed business in which thousands of dollars are invested in every town. Take this business out of the commercial organization of the state, and prosperity would be paralyzed.

This is the class of business people who are welcome to the city of Grand Forks this week when they meet in annual convention to consider matters of policy in reference to their business. As they have helped develop the state, so Grand Forks will do all in her power to help them to develop their business and increase their prosperity.

Conditions in North Dakota are much the same as in the prairie provinces and the above remarks apply almost equally to the implement men of Western Canada.

Self-Propelled Railway Cars.

Great interest is being aroused in the railway world by the success of the self-propelled, single-unit cars, of which some fifty are already in use in the United States. They are gasoline motor cars, and were invented by W. R. McKean, formerly superintendent of motive power for the Union Pacific; the company which manufactures them has more orders than it can fill and is enlarging its plant, which is at Omaha, to a capacity of from 30 to 60 cars a month. These cars fill

a great need on the steam railroads for an economical service, and are put on in connection with steam trains in order to give local traffic a better and more frequent service. They have attained a speed of seventy miles an hour. They are made of steel with tapered front ends; they have side-door entrances and circular windows. Their design combines great strength with comparative lightness. They are in use in suburban service in southern California in the region surrounding Los Angeles, in Colorado around Denver, in Nebraska, Kansas and Wisconsin, and are being introduced in Washington, Illinois, New York and other States. In addition to their great usefulness for local traffic they are helping out in suburban fields, because a road can be built and put in operation at one-half of the initial investment required for an electric line, and the operation is very much cheaper. Not a few of them might be introduced in this country most advantageously, for local traffic on existing railway branches where the service at present is inadequate.

Oklahoma Tea.

"I was at a little station in the midst of one of the dreariest and driest stretches of the Frisco road," said the Oklahoma man, "when the through express pulled in. As soon as it stopped a little seedy-looking man with a covered basket on his arm, hurried to the open windows of the smoker and exhibited a quart bottle filled with rich, dark liquor.

"Want to buy some cold tea?" I heard him ask.

"The eyes of two thirsty-looking cattlemen in the car visibly brightened and they each paid \$1.00 for a bottle.

"Wait till you get out of the station before you take a drink," the little man cautioned, "or you'll get me into trouble."

"He sold another bottle to a big buck Indian with the same words of warning, and found three other customers before the train started.

"You seem to have a pretty good thing here for a bootlegger," I said to him when the train had disappeared, "but I can't see that 'twould make you run any more risk if these men took a drink before the train left."

"Oh, yes, it would," said the bootlegger. "I'd probably be killed if they did. You see, what these bottles had in 'em was real cold tea."

Make Your Vacation the
WINNIPEG INDUSTRIAL
EXHIBITION



July
13th—23rd

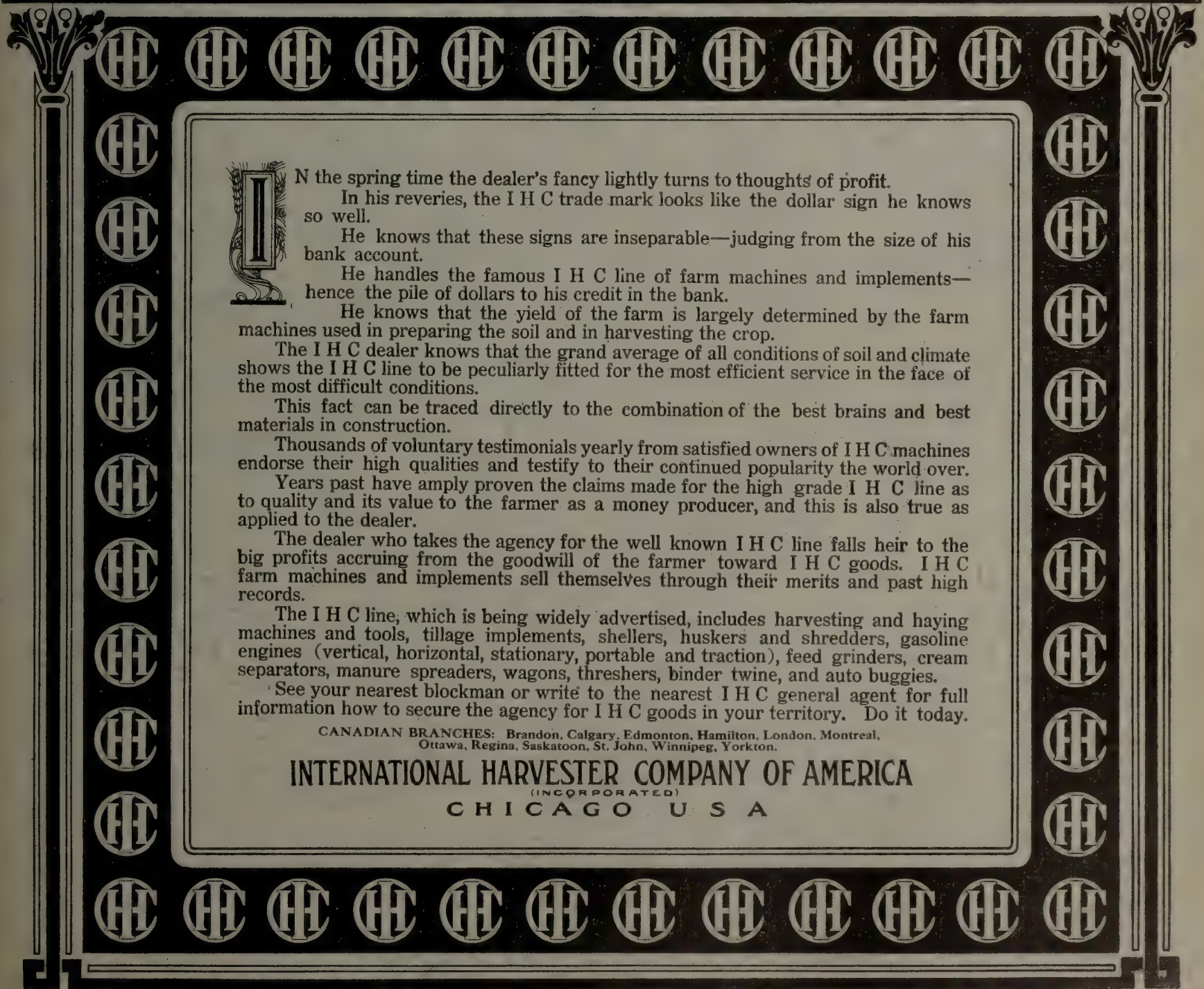
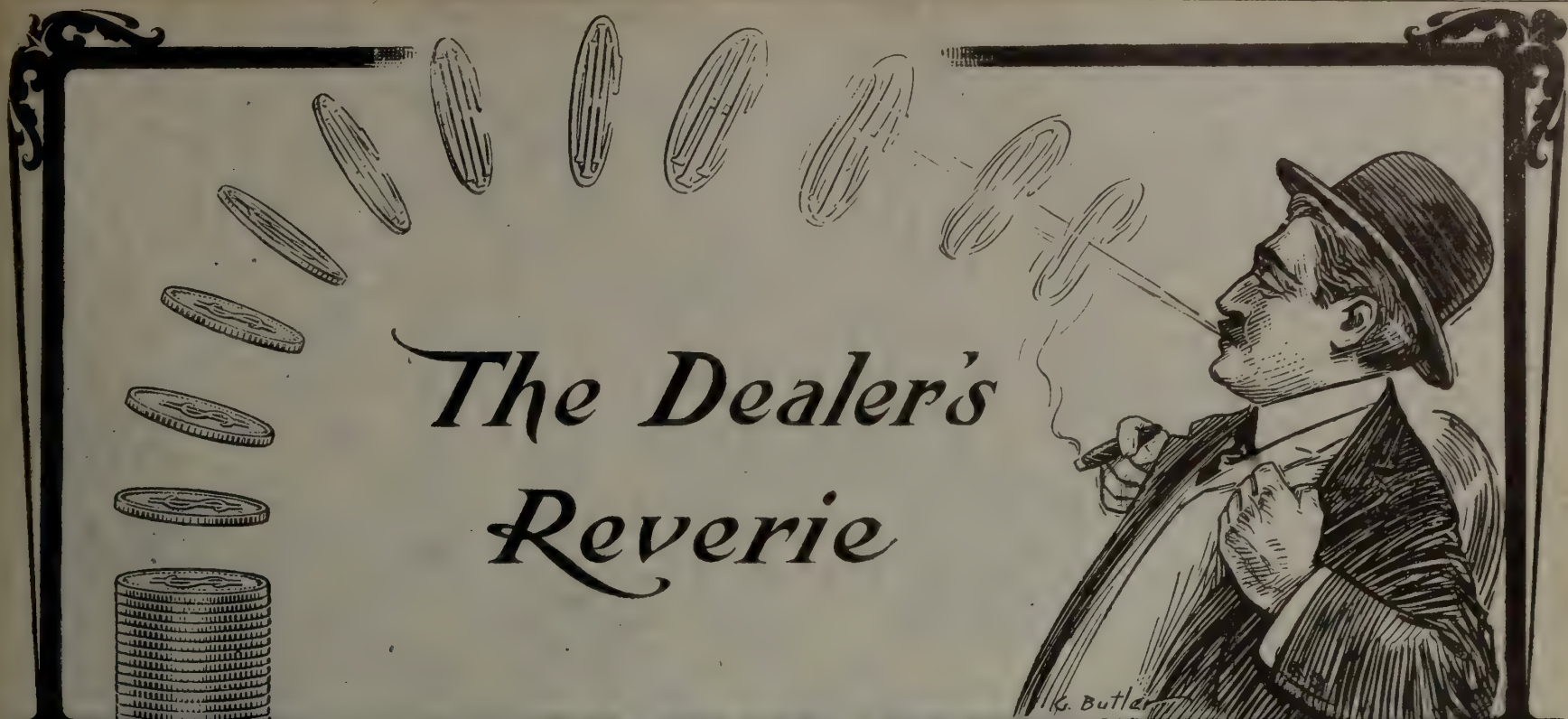
And combine business with pleasure, by watching the
Motor Utility Contests

The farm motor contest, now in its third year, has proven of inestimable value to the wheat farmers of the North-West. It is the most thorough enquiry into the merits of farm machinery held anywhere in the world.

The automobile contest this year will do as much for its branch of motor development.

A. W. BELL, Secretary - 1001 UNION BANK, WINNIPEG





IN the spring time the dealer's fancy lightly turns to thoughts of profit. In his reveries, the I H C trade mark looks like the dollar sign he knows so well. He knows that these signs are inseparable—judging from the size of his bank account. He handles the famous I H C line of farm machines and implements—hence the pile of dollars to his credit in the bank. He knows that the yield of the farm is largely determined by the farm machines used in preparing the soil and in harvesting the crop. The I H C dealer knows that the grand average of all conditions of soil and climate shows the I H C line to be peculiarly fitted for the most efficient service in the face of the most difficult conditions. This fact can be traced directly to the combination of the best brains and best materials in construction. Thousands of voluntary testimonials yearly from satisfied owners of I H C machines endorse their high qualities and testify to their continued popularity the world over. Years past have amply proven the claims made for the high grade I H C line as to quality and its value to the farmer as a money producer, and this is also true as applied to the dealer. The dealer who takes the agency for the well known I H C line falls heir to the big profits accruing from the goodwill of the farmer toward I H C goods. I H C farm machines and implements sell themselves through their merits and past high records. The I H C line, which is being widely advertised, includes harvesting and haying machines and tools, tillage implements, shellers, huskers and shredders, gasoline engines (vertical, horizontal, stationary, portable and traction), feed grinders, cream separators, manure spreaders, wagons, threshers, binder twine, and auto buggies. See your nearest blockman or write to the nearest I H C general agent for full information how to secure the agency for I H C goods in your territory. Do it today.

CANADIAN BRANCHES: Brandon, Calgary, Edmonton, Hamilton, London, Montreal, Ottawa, Regina, Saskatoon, St. John, Winnipeg, Yorkton.

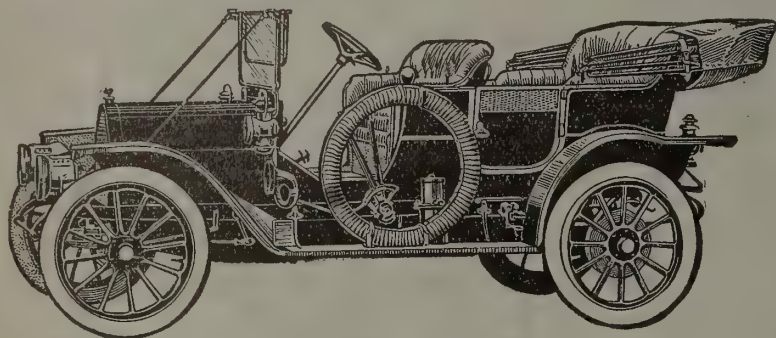
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(INCORPORATED)
CHICAGO U S A

Merely to say the Factory is now catching up. Back orders are being taken care of daily.

The unprecedented sale of the four-cylinder Reo is one of the proofs of the many claims we make for the greatest automobile value offered Western buyers.

As the supply is limited we strongly advise prospective purchasers placing their orders without delay.

Reo 4-cyl., \$1600; Reo 2 cyl., \$1350; Reo single-cyl., \$700



Oldsmobile "Special" 4-cyl.	\$3900
Oldsmobile "Limited" 6-cyl.	\$5800
Peerless, 4-cyl.	\$6000
Columbus Electrics	\$2500, \$2800, \$3100
Frayer-Miller Blower-Cooled, 1-1 1/2 ton truck	\$3600
Frayer-Miller Blower-Cooled, 2-2 1/2 ton truck	\$3900
Frayer-Miller Blower-Cooled, 3-3 1/2 ton truck	\$4500

F.O.B. WINNIPEG

The Frayer-Miller is the best motor-truck known to the trade

JOSEPH MAW & CO., LTD.

Opposite Central Fire Hall

112-118 KING ST.

WINNIPEG, MAN.

\$656,000.

Subscribed Capital

\$656,000.

Cash Deposits with Three Provincial Governments

HAIL INSURANCE

IT IS EVERY MAN'S privilege to carry his own risk and save the insurance premium, but why pay a premium and still carry the risk?

WE OFFER insurance that has been on trial for TEN YEARS in Manitoba and Saskatchewan and it shows an unbroken record of loss claims PAID IN FULL, to which thousands of satisfied insurers will bear witness.

WHY EXPERIMENT with something that is on record as having failed whenever put to the test of a bad hail season, or with the NEW and UNTRIED METHODS of Companies having little or no knowledge of Hail Insurance.

OURS is not cheap insurance, but an article that CAN BE DEPENDED UPON and the price is reasonable.

THE CENTRAL CANADA INSURANCE CO., Brandon, Man.

THE SASKATCHEWAN INSURANCE CO., Regina, Sask.

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INSURANCE AGENCIES, LIMITED,

General Agents: Winnipeg, Brandon, Regina.

LOCAL AGENTS in all districts will be pleased to quote rates and furnish other information.

DEALERS I WILL PUT DOLLARS IN YOUR POCKET

IT MAKES ME SMILE.

Why do I smile? Because we have added to our family a 1 h.p. Waterloo Boy Jr. Engine. He is just like his big brother, the Waterloo Boy.

Because our 1909 business showed an increase of 300 per cent over our 1908 business.

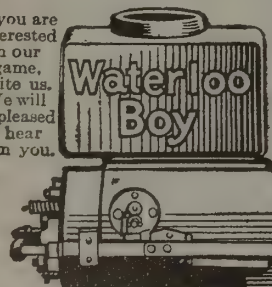
Because we have increased our plant to a capacity of 100 finished gasoline engines every working day, or 30,000 a year! Every time the clock ticks off six minutes of the working day, we can finish one more Waterloo Boy Gasoline Engine. Think of it! Ten perfect and complete gasoline engines every hour.

WATERLOO BOY GASOLINE ENGINES ARE SOLD ONLY THROUGH IMPLEMENT DEALERS

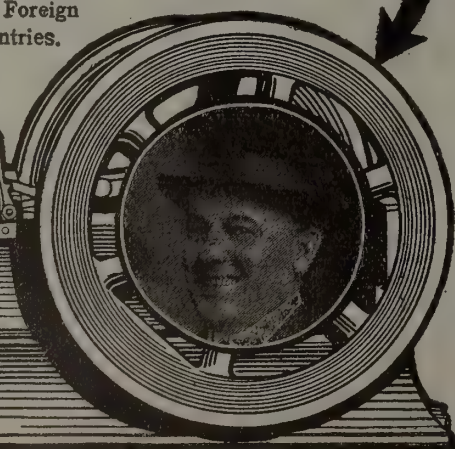
We can furnish you high-grade engines at a price that will give you a bigger gasoline engine business than you believe possible. If you will get into the game strong, make the price right to the Trade, we will make you a winner over every competitor. Distributing Jobbers in the

Principal Cities of the United States and Foreign Countries.

If you are interested in our game, write us. We will be pleased to hear from you.



WATERLOO GASOLINE ENGINE CO.
Geo. B. Miller, Pres.
Box 231 Waterloo, Iowa
New York Office,
16 E. 42nd St.
Philadelphia Office,
126 S. 34th St.



THE MODERN FARM HORSE IS THE HART-PARR GAS TRACTOR

OVER 200 NOW IN WESTERN CANADA



The Tractor that is revolutionizing farming methods in Western Canada.

Best and cheapest power for breaking, plowing, disking, seeding, harvesting, threshing, hauling, &c.

The only Gas Tractor using KEROSENE Fuel.

A good proposition for Live Implement Dealers.

For full particulars write

HART-PARR CO. - Portage la Prairie, Man.

CANADIAN FARM IMPLEMENTS

VOL. VI., No. 6

WINNIPEG, MAN., JUNE 1910.

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The Great West Saddlery Co., Limited,

The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which have a world-wide reputation for being the highest standard goods on the market. For further particulars send for beautifully illustrated catalog and price list, free. Offices at **Winnipeg, Man.;** **Calgary, Alta.;** and **Edmonton, Alta.**

THE GREAT WEST SADDLERY CO., LIMITED.

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The Oldest Insurance Office in the world

FOUNDED A.D. 1710

BI-CENTENARY 1910

HOME OFFICE: LONDON, ENGLAND

Canadian Branch, Sun Building, Toronto, H. M. Blackburn, Manager.

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OUR LINE INCLUDES

Pulverizers

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Made in all Sizes with Steel and Cast Shoeing. Ours are the only Sleights having a TRUSSED BENCH.

THEY KEEP THE ROAD. THEY ARE WELL MADE AND HEAVILY IRONED.

LIGHT DELIVERY SLEIGHTS

"Our Goods Sell on Their Merits."

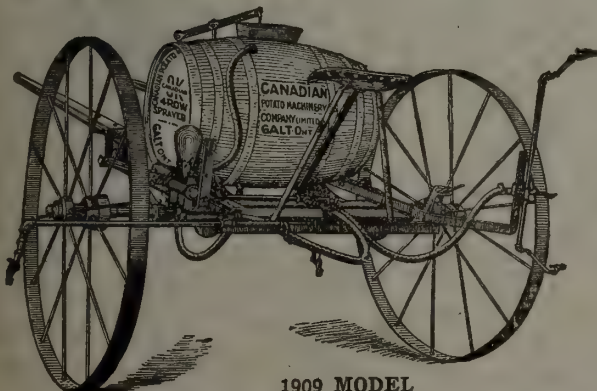
Our Goods Keep Your Trade and you get a better Price for them than any others.

WRITE US NOW.

John Watson Mfg. Co.
LIMITED

Winnipeg, Man.

O. K. Canadian 4-Row Sprayer



1909 MODEL

Canadian Potato Machinery Co., Ltd., Galt, Ont.

Transfer Warehouse at Winnipeg.

Geared from both wheels, Revolving Axle, Vertical agitator, All Brass, double action Bronze Ball Valves, High Pressure Pump, with triple stopcock. Relief Valve controls the pressure. Can be furnished with Broadcast, Tree and Vineyard Attachments.

Write for prices and Catalogue.

THE "FLORENCE" WOOD PUMP



Is far in advance of all other pumps. Being made of Tennessee poplar, the Florence Pump will not taint water like spruce, pine or other wood, and each pump and each piece of tubing is tested to 60 lbs. pressure.

"Florence Pump" is the Leader and "Best by Test"

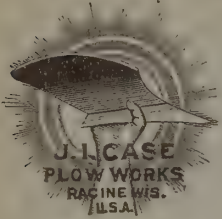
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Call and see us if in the City or write for particulars.

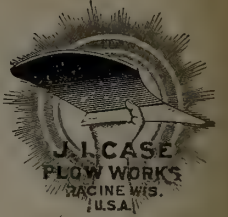
MELOTTE CREAM SEPARATOR CO., LTD.

312 Ross Ave., WINNIPEG.

CALGARY.



J. I. Case Plows



J. I. CASE WALKING PLOWS

The Standard everywhere. Made in a large variety of sizes and styles, for work of every description.

J. I. CASE NEW FOOT-LIFT SULKY PLOWS

The lightest draft plows made—even lighter draft than Walking Plows. And they are **real** foot-lifts, because **one** lever raises or lowers the bottom **and** levels the frame. Furnished with stubble, general purpose or breaker bottoms, all interchangeable.

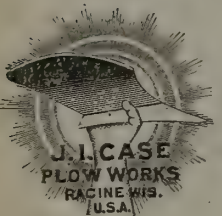
J. I. CASE NEW FOOT-LIFT GANG PLOWS

Up-to-the-minute in the art of plow building. Farmers will drive more miles to get it, and then pay more money for it than any other Gang Plow we know of. Furnished with stubble, general purpose or breaker bottoms, all interchangeable.

J. I. CASE TRIPLE BOTTOM GANG PLOW

Built on exactly the same principle as the Sulky and two-bottom Gang, only heavier. A big labor saver, and works like a charm. Furnished with stubble, general purpose or breaker bottoms, all interchangeable.

Catalogue and circulars mailed on request. Shipments made promptly from factory, or stocks at Winnipeg, Saskatoon and Calgary.



SOLD BY

Harmer Implement Co.,
Winnipeg, Man.

MANUFACTURED BY

J. I. Case Plow Works
Racine, Wis.



The Name Tells a
True Story.

SUPERIOR

The Name Tells a
True Story.

Disc Harrow and Cultivator on Wheels.

Perfect Cultivation.

Easy to Operate.

Rides on its own Wheels.

All Discs Independent.

Practically ALL Steel.

MADE IN SIX SIZES:

8 Discs, for 2 Horses

10 Discs, for 2 Horses

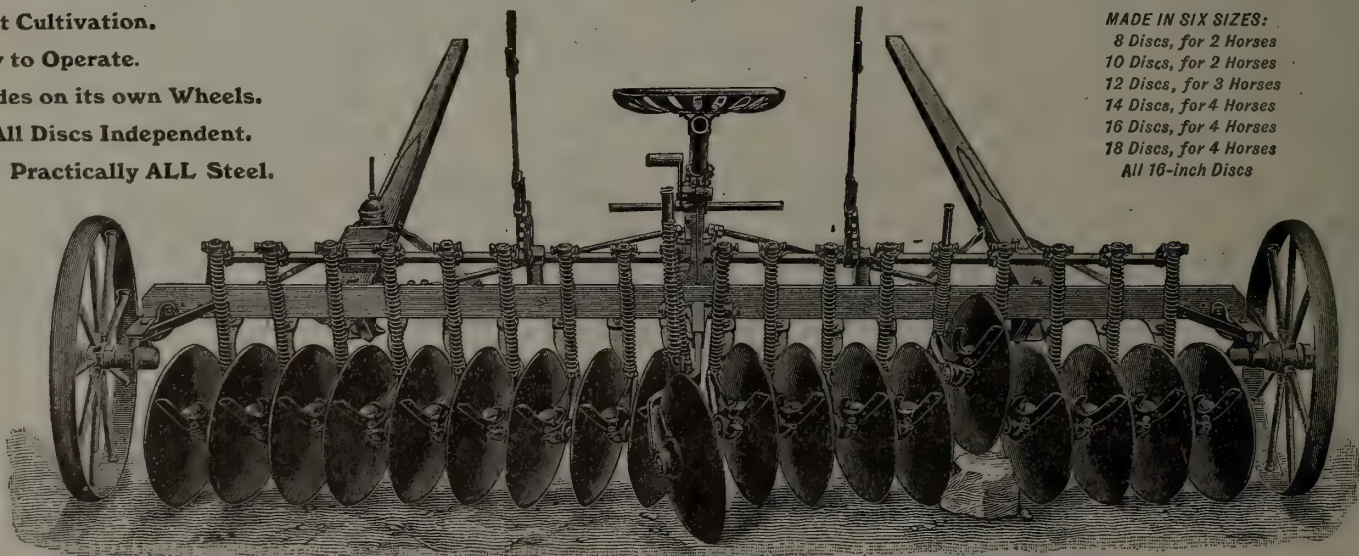
12 Discs, for 3 Horses

14 Discs, for 4 Horses

16 Discs, for 4 Horses

18 Discs, for 4 Horses

All 16-inch Discs



REAR VIEW 18-DISC SUPERIOR DISC HARROW ON WHEELS.

If you want the Agency for the Best Harrow in the World, write NOW for Catalogue and Prices.

The American Seeding-Machine Co., Incorporated,
310 Ross Avenue
Winnipeg Man.

THE "BT" LINE

STAKES A CLAIM IN THE WEST

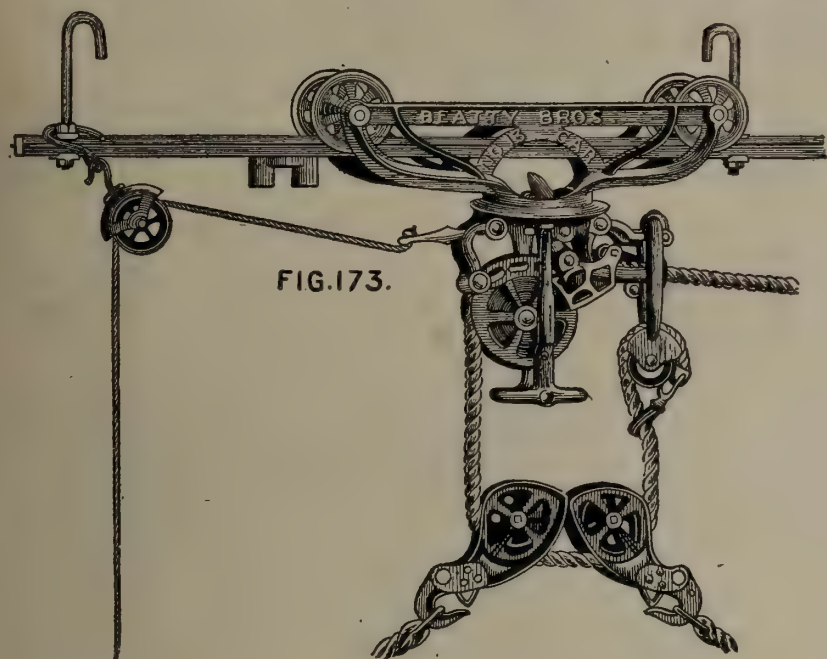


FIG. 173.

We will be pleased to send you our catalogue and prices

Brandon is the spot where a brand new warehouse with the best of shipping facilities will supply the Western Demand for

"BT" Sling and Fork Unloaders

"BT" Feed and Litter Carriers

"BT" Steel Stalls and Stanchions

"BT" goods win on merit.

See how this Sling Car excels others.

Has the largest draft wheel, some 6 in. This means light draft.

Will work with either double or triple draft.

Will work with either $\frac{3}{4}$ in., $\frac{7}{8}$ in., or 1 in. rope

Rope grip is 6 in. long and perfectly smooth. It is the only Sling Car that will not injure the rope.

It has an 18 in. tread on the track, longer than any other.

The load can be tripped off at any point.

There are no springs in this car.

It is the strongest Sling Carrier in the world and will handle any load in two lifts.

Every part of the "BT" Line has merit.

Write to-day for agency in your locality

BEATTY BROS., Brandon, Manitoba

READ THESE COPIES OF TESTIMONIALS

Brandon, Man., Dec. 6, 1909

M. Townsley & Sons,
Minneapolis, Minn.

Dear Sirs:—After looking carefully into the Lightning Arrester Business and seeing the demonstrations given under "The Townsley System" I am fully satisfied that it is a great security to all who will place it on their buildings.

I am also able to speak from the standpoint of the agent, having erected enough of it to know that it is a money maker for the dealer who goes after the business. One job will convince him of this.

Yours truly,

WM. BOURKE.

Winnipeg, April 8, 1910

Messrs Townsley & Sons,
Winnipeg.

Gentlemen:

Re Lightning Rods.

Anyone whose business it is to know, acknowledges not only the value but the necessity of providing Lightning Rods for large, isolated buildings, such as churches, school houses, barns, etc., so much so that the Mutual and Insurance Companies here, as well as in the States, allow a substantial reduction in the insurance rate on rodded buildings, against such as are not.

The manufacture of lightning rods is now an extensive and legitimate business, and Townsley & Sons, who have lately opened a manufacturing plant in Winnipeg, is one of the pioneers in their line and a firm that enjoys wide and enviable reputation for good and conscientious work throughout the North-west.

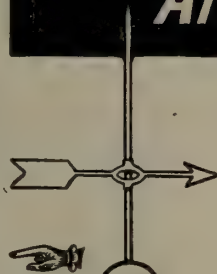
It is safe to state that buildings rodded by them are immune from being burned by lightning.

I am,

Yours very truly,

(Signed) A. LINDBACK,
Provincial Fire Commissioner.

THE CANADIAN LIGHTNING ARRESTOR AND ELECTRIC COMPANY



Copper Cable Lightning Arresters on the Townsley System

The only goods of their kind made in Canada and the only concern which has the endorsement of the Fire Commissioner and the Mutual Insurance Companies in Canada. If you are looking for a new, profitable line to handle, write us at once for particulars. Remember that the successful business man grasps the opportunity when the time is ripe. Don't Delay!

We want hustling dealers to handle our goods



OFFICES & FACTORY
199 MAIN ST.,
WINNIPEG . . . MANITOBA
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GUAR-
ANTEED

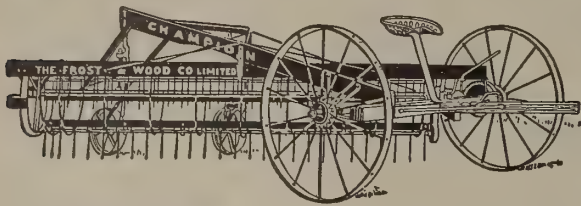
PRO-
TECTION

99%

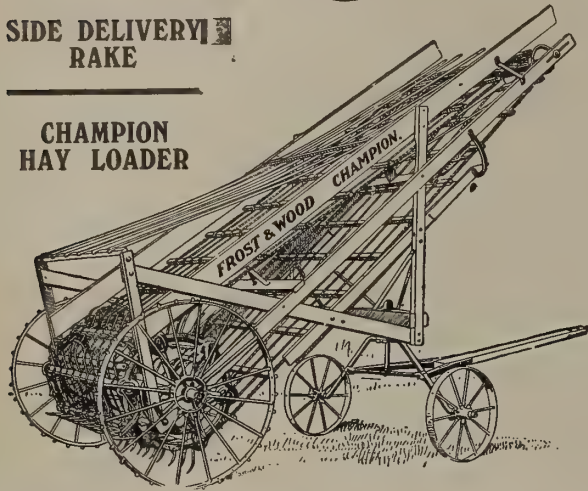
PURE

COPPER

Get Ready for Harvest



SIDE DELIVERY
RAKE



CHAMPION
HAY LOADER

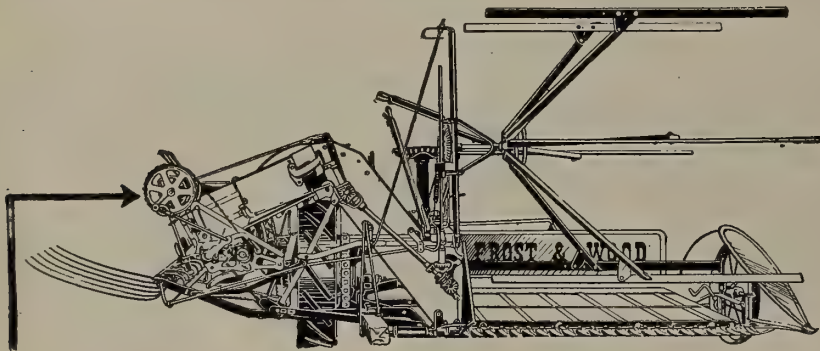
FROST AND WOOD Champion Hay Loader and Side Delivery Rake

The Rake

The top illustration shows our Side Delivery Rake which is chiefly used with our "Champion" Hay Loader. The Rake makes windrows best suited to the proper working of a loader. The operator simply drives around the field—he doesn't have to give any attention to the working of the machine—the action of the three sets of teeth leaves the hay in the best possible condition for curing—loose and bulky. Light or heavy crops are all the same to this Rake—it is built for hard work. The Castor wheels at the rear ensure perfect work under all conditions. This machine is made of the finest quality of materials, is well braced and strongly built.

The Loader

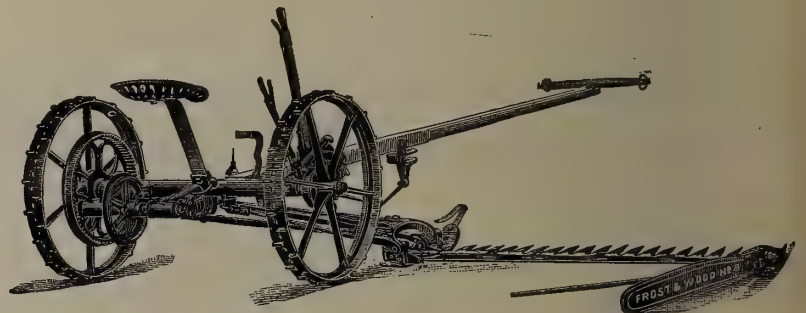
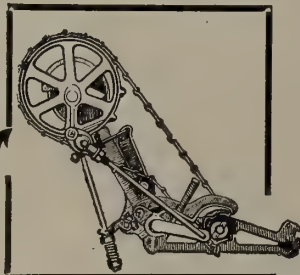
The "Champion" can load at the rate of two tons in ten minutes—think that over for a few minutes. It has six tooth bars each containing twelve properly shaped malleable teeth. The Apron consists of the finest quality of straight grained slats, tough rope and steel chain. The "Champion" is provided with heavy wind slats to prevent high winds from blowing the hay off the carriers when the machine is in operation. Your customers will appreciate the time, labor and money saving qualities of these two machines when they try them in the field. Lose no time in writing for this Agency if our goods are not already being handled in your district. Remember, over 70 years' experience back of each implement.



FROST and WOOD BINDER

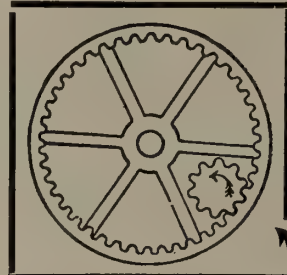
We haven't room to detail all its many excellent merits here, but we do want you to consider one important feature—our Eccentric Sprocket-Wheel.

Notice that there are **three long** spokes and three short ones—based on the old leverage idea, the longer the bar, the greater the power. When the grain is being compressed and tied, the packer arms require all the power they can get to make nice tight sheaves and the chain which drives the Eccentric Sprocket is then pulling over the long arms of the wheel, exerting a steady, powerful draw. After the bundles are compressed and tied the chain has reached the short arms of the Eccentric Sprocket and must therefore travel faster, thus the bundles are discharged quickly and everything is ready again for another bundle to be compressed, tied and discharged. In short, the long arms develop **power**, the short arms **speed**. There'll be a big demand for our binder this year—are you prepared to reap the benefit?



FROST and WOOD No. 8 MOWER

Here's another case where space prevents us giving all the good points, so we urge you to write for our Catalogue if you are thinking of handling a reliable Mower. Ours are built in various sizes from 3 ft. 6 in. cut to a 7 ft. cut. You will notice that the small gear wheel is inside the large one on what is called the **Internal Gear** principle. Both these wheels travel in the same direction. Now, on most Mowers the gears are arranged exactly opposite, the small gear wheel being on the outside. This is a decidedly bad feature, because the wheels work one **against** the other, causing a great amount of friction, wearing down the cogs and eventually a loose connection. No doubt about the superiority of the Internal Gear Principle for as soon as the bar is dropped and the team is started the knives begin cutting. There is no lost motion, no jerks, no backing up, the action is immediate. Our Mower is liberally supplied with Roller Bearings—ensuring long life and light draft. It is made of first class materials and put together by expert workmen. If this Mower is not already represented in your locality write us quickly.



Write to Our Sole Agents in Western Canada

COCKSHUTT

Brandon

Regina

PLOW COMPANY,
LIMITED,

Saskatoon

WINNIPEG

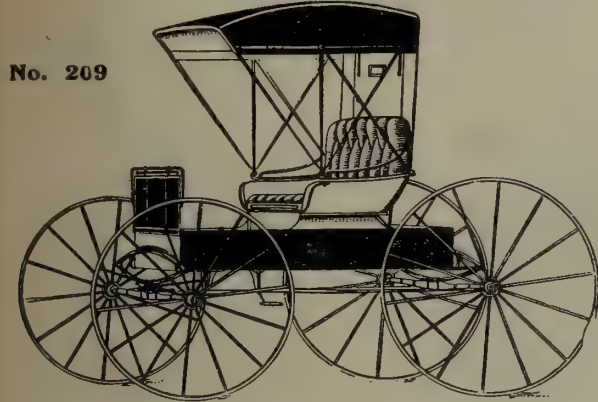
Calgary

Edmonton

GET YOUR SHARE OF

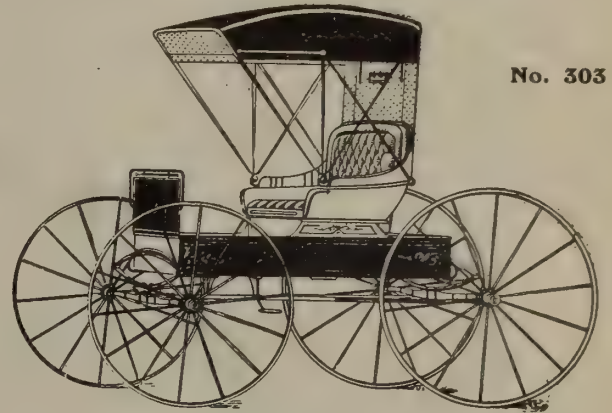
THE BUGGY AND WAGON TRADE

If the buggies you sell are made by the Brantford Carriage Co., Limited, you can't exaggerate their quality to your customers. Their vehicles require no recommendation from us. They are already well known in the West. Here are two styles that are becoming very popular. We are sole Agents for Brantford Buggies and Carriages in Western Canada.



No. 209

Brantford Buggies



No. 303

The body of this particular Buggy is made from choice Whitewood, with matured Ash frames, and steel corners if desired. It is handsomely trimmed with No. 1 leather, has full spring back and cushion. Top is made of finest 26-ounce rubber in 3, 3½, or 4 bows as desired. Body hangs on Elliptic springs, which are the very latest and best springs made in America. The wheels run on steel axles. The best XXX Hickory is used for the shafts, which are trimmed with patent leather, quick shifter and anti-rattler attachment. The body is painted black, gear dark green or carmine, with double handsome stripes, and the finish is unexcelled—nothing to compare with this buggy for service, durability and appearance.

The construction of this Buggy is practically the same as No. 209, but the decorations of the body, seat and top are different. The body is painted in various fancy colors and the seat is more elaborately trimmed and fitted with fancy bellows back from the top of the seat panel to the arm rails. It has a spring cushion, strong nickel rail over seat back, nickel arm rails, fancy lining in the top and nickel knuckles on the joints. We are selling quite a large number of this style in the West and our customers keep sending us excellent reports about it. You will be thoroughly satisfied with either of these buggies—they are both splendid vehicles to invest your money in.

If these Buggies are not represented in your neighborhood, write us about Agency

Adams Wagons Lead in Canada

You don't have to tell your customers that Adams Wagons represent the best value in Canada, they have known it for years. The materials are the finest that money can buy and they are substantially put together by experienced wagon builders in the most modern factory in this country. We are the sole agents for these goods in Western Canada and we can assure every dealer that they are splendid trade builders and always ensure a permanent and profitable business.



Adams Wagons



This illustrates the Adams Standard Farm Wagon, very popular for general farm use. Made with Hardwood or Southern Pine Bottoms. All wood parts are soaked in best Linseed Oil.

Bottom is reinforced with seven heavy cross sills. The Grain Box and sides are also well braced. Extra heavy Anti-Spreader Chains run across centre of box. Joints are covered with Steel Grain Strips. Equipped with Adams Patent Cast Truss-Skein. This Wagon is thoroughly substantial and well painted and has a very high finish.

This is one of the 1910 Adams Special Wagons. Made with best Hardwood or Southern Pine Bottoms. Also equipped with Adams Patent Skein, the truss extending throughout skein and tightened on outside by nut on the point of skein, thus giving the axle double carrying capacity without extra weight.

Heavy Steel plates run under the Axles with Truss—making them much stronger. The gears are clipped and there are double braces on both hind and front

gears. The box parts are well braced, fit tightly and are well put together.

If these Wagons are not represented in your neighbourhood, write us about Agency

All Styles of Buggies, Carriages and Wagons

COCKSHUTT

Brandon

Regina

PLOW COMPANY, LIMITED,

Saskatoon

WINNIPEG

Calgary

Edmonton

Plowed 4000 Acres in one Season Read This Practical Farmer's Letter Then Act—Quickly



I beg to advise you that the two engine gang plows purchased from your agent, F. W. Ferguson, here, have given excellent satisfaction. I may add that I have had considerable experience in engine plowing and your plows have done their work with less attention than anything I have tried, and at the same time do perfect work.

ROBERT MOIR,
Sedley, Sask.

Cockshutt Engine Gang

Mr. Robert Moir puts the whole Engine Gang question in a nutshell when he states that the Cockshutt Engine Gang does its work with less attention than anything he has tried and at the same time does perfect work.

That's the kind of Engine Gang plow that you must represent, Mr. Dealer. One that does the best work at the least cost and attention under all soil conditions. And that Engine Gang is certainly Cockshutt's. The plow celebrated for strength, the one with independent plows, the one with straight beams, the one with the heaviest bottoms—the plow that has absorbed the bulk of the trade in Western Canada.

The demand for the Cockshutt Engine Gang is increasing enormously—if your district is not represented don't fail to write us at once and reap the benefit of the profits which our plow and advertising are creating. Can we send you our booklet?

These Plows will Help Your Customers to



New Jewel Gang

The frame, beams, bails, axles and braces of our New Jewel Gang are made of high carbon steel, making this plow an ideal implement for hard work.

The steel wheels have long removable dust-proof bearings with large wearing surfaces, insuring long life and easy running.

The land wheel is fitted with cushion spring to absorb shocks. The foot lift attachment leaves the driver's hands entirely free to manage the team. A special device locks the plows up when raised from the ground and locks them down when set for work. This device can be arranged so that the bottoms will rise automatically when they meet obstructions. This plow is a big trade winner—ask us more about it.

Plow More Plow Cheaper Plow Better



Beaver Gang

Our Beaver Gang can be guided quite easily when plowing or turning at the ends because the furrow and rear wheels are connected from the pole. We have placed the levers within easy reach of the driver. The bottoms are easily raised by means of a lever and lift spring.

Both of these Gang Plows are great favorites in Western Canada and no dealer can afford to pass up the increasing trade which invariably results from their introduction.

If these Plows are Not Represented
in Your District write us at once

COCKSHUTT

FLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. VI., No. 6

WINNIPEG, MAN., JUNE, 1910.

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Per Copy, 10c.

Development of Traction Plowing

By L. W. ELLIS, in Farm Implement News

INTRODUCTION.

For several decades, or practically ever since the development of steam traction engines for threshing purposes, attempts have been made to use these engines instead of horses for the heavier field work, especially plowing. In the beginning failure was the result in nearly every case. The engines available were of small size, such as were only sufficiently powerful to drive a grain separator and haul it from place to place. The plows used were in the main those designed for use with animal power and were unsuitable as to both weight and construction for use with engines. When enough plows of this sort were hitched together to utilize the power such an engine was capable of developing, the outfit proved to be unwieldy, especially in turning. The transmission through light, narrow traction gearing, designed for light loads, of power sufficient for pulling this number of plows usually resulted in expensive breakage. Accidents to plows were frequent, not only because of their unsuitability, but owing to the difficulty of stopping for obstructions before damage was done. The small capacity of the makeshift outfits and the inexperience of operators were additional handicaps, and little progress was made during a long period.

Following the growth of grain farming in the west, the demand for larger and faster threshing outfits resulted in an increase in size until engines rated at 25 horse power came into common use. These being very powerful were supposed by many farmers to be adapted for plowing, and since they were used only a short period each year for threshing many were fitted with plows, with little more success than in previous attempts.

Early in the last decade the field for plowing engines attracted the attention of various manufacturers, who began to remodel and design their tractors with this end in view. In addition to strengthening the gears, axles, shafting, etc., on general-purpose engines, certain companies brought out

special plowing tractors, usually of greater horse power than could be economically used except for this one operation. With the introduction of this equipment, together with plows suitable for engine plowing, the practice had a rapid extension, and instances of successful operation became more numerous as equipment was improved and skilled operators were developed.

The opening up of vast tracts of level territory where the acreage to be broken was so great as to discourage the idea of turning it with single teams and horse plows created a lively demand for

conditions are of short duration. Work at such times has been rushed, often continuing day and night. At other times, as in hot, dry weather, traction outfits have been used where horses could stand the work but a short period, if at all. Through concentration of power it has been possible to plow very difficult soils and to plow deeply, when desired, in ordinary soils.

Under favorable conditions the cost of traction plowing has been brought below that of horse plowing. Considering the total cost of prime mover, shelter, and incidental equipment, and the surplus

of labor and the limited supply of coal and water in some localities, has created a demand for internal combustion tractors which has kept in advance of their development. The first gasoline traction engine to be used successfully was put on the market about 1903. Since that time numerous other companies have entered this field with greater or less success, and many of the steam engine manufacturers are now developing internal combustion engines as well. The gasoline tractors are being used in the same localities and for the same work as the steam engines, and a few are being built in sizes approximately as large. They have been built also in small and medium sized units and are being introduced rapidly into sections to which large steam engines are not adapted.

GEOGRAPHICAL DISTRIBUTION OF TRACTION PLOWING OUTFITS.

Traction plowing has reached its greatest development in the newer agricultural regions where land is level and held in large tracts. The accompanying map (Fig. 1) shows the location of the operators of direct traction outfits who answered in detail a circular letter bearing on this subject sent out by the U.S. Office of Farm Management. In a general way, their number and distribution are representative of the whole number, though some sections are not properly represented, and it is estimated that the number shown is not more than 2½ per cent. of the total operating in 1908. A considerable number of outfits are to be found in the valleys in Utah, Wyoming, Montana and Idaho; also in certain favorable sections of New Mexico and of various middle and southern states, while much larger numbers than are indicated are to be found on the Pacific coast. East of the Missouri river and the Dakotas the outfits are well scattered. The conditions in the Canadian provinces of Manitoba, Alberta and Saskatchewan resemble those in the northwestern states, and a large number of outfits are found there. Some of the information



Fig. 1.—Map of the United States and Canada, showing the approximate location of the majority of operators of traction engines who contributed the data contained in the tables presented. The total number of outfits on which data were secured is over 500, located in the United States and Canada. Many operators furnished only partial information.

steam plowing outfits, and in this field more than any other have they demonstrated their practicality. Under favorable conditions the advantages are numerous. Large areas, which otherwise would have remained uncultivated, have been brought quickly into productiveness and have been cropped with a minimum of horse and man labor, which has constantly become more expensive. Crop returns often have been greatly increased through taking advantage of favorable soil and climatic conditions for getting the land in shape for seeding, especially in sections where these con-

ditions are of short duration. Work at such times has been rushed, often continuing day and night. At other times, as in hot, dry weather, traction outfits have been used where horses could stand the work but a short period, if at all. Through concentration of power it has been possible to plow very difficult soils and to plow deeply, when desired, in ordinary soils.

The desire for economical motors in smaller units, together with the scarcity and high price

derived from Canadian operators is included in the tables presented later in this article.

PRINCIPAL TRACTION PLOWING SECTIONS.

As will be noted from the map, three fairly distinct sections are to be found where traction plowing is common, namely, the Pacific coast states; the northwestern states, including North Dakota, South Dakota and Minnesota; and the southwestern states, including Kansas, Colorado, Oklahoma and Texas. Within each section conditions are similar, but between the different sections considerable variation in practice is to be attributed to differences in natural conditions.

In the northwestern states and in Canada much prairie sod remains to be broken and the land is held in large open tracts. Grades seldom are objectionable and the natural difficulties are chiefly wet weather, soft ground, hidden rocks, and pot holes or buffalo wallows. In some sections brush or scrub is a handicap. A low quality of coal is found underlying parts of this region and is occasionally used for fuel. The coal shipped in is of the usual quality, but becomes very expensive in some places. Straw, either loose or baled, is used for fuel to a large extent during the fall, though not so convenient as coal or wood. By plowing stubble land in the autumn dry footing is obtained, and the frost tends to loosen up any soil which may have been packed by the weight of the engine. Sod land is commonly plowed rather shallow in the spring and frequently backset in the fall. Moldboard plows are used almost exclusively both for "breaking" and on old land, as disk plows leave the sod in such shape that it disintegrates slowly. "Breaking" in this connection refers to the turning of wild sod. The farms in the Dakotas and Minnesota on which steam and the larger gasoline outfits are re-

ported average 825 acres in size, 510 acres being in harvested crops.

Traction plowing is more common in the western part of Kansas and Nebraska than in the eastern part, where corn belt conditions are found. Throughout parts of these states and in Colorado, New Mexico, Oklahoma and Texas level land and large tracts make plowing outfits desirable. The lack of rainfall throughout a large portion of the year makes the ground dry and hard, and horse plowing at such times is practically impossible. In wet weather the advantage is reversed, but the season for traction

half section to a section, from one to two sections, and over two sections, 10 per cent. being over four sections.

Semiarid conditions in both the southwestern and the northwestern regions foster the demand for a gasoline engine of large capacity, both on account of the labor problem and of the difficulty of obtaining either quantity or quality of water.

In California conditions are essentially different from those east of the mountains. Grain ranches are on a larger scale and employ larger units of equipment. Custom plowing is a minor item, the

tion of the state with respect to eastern manufacturers has contributed to the adoption of equipment designed and built by local concerns.

The south and the corn belt are not adapted to plowing with the large steam outfits now in use on account of the small fields, the lack of custom work, and the low price per acre to be had for custom plowing. A large part of the plowing in these sections must necessarily be done in winter and spring after the crops are harvested, and the heavy engines are not adapted for work on old land where much moisture is present.



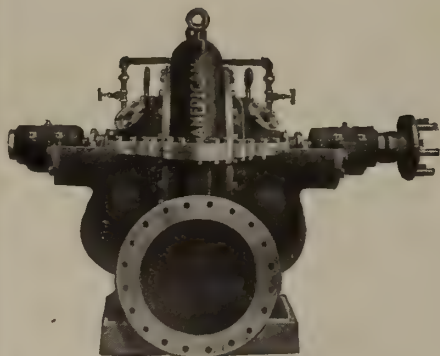
Plowing Outfit Gasoline Engine, 45 h.p., controlled in Canada by the Manitoba Windmill & Pump Co., Brandon. Hauling a 7-furrow Cockshutt engine gang at Broomhill, Man.

plowing outfits is of such duration as to enable a large acreage to be turned. Disk plows will penetrate the dry ground better than moldboard plows and permit of a longer plowing season; hence, they are used by the great majority of operators. In Colorado the moldboard plows are used quite largely for breaking alfalfa sod. In sage brush prairie in this state breaking is usually difficult, being reflected in reduced acreage and a higher plowing rate. Outfits reported from the southwest are distributed about equally among farms under a half section, from a

larger ranches furnishing work to the entire capacity of one or more outfits. The steam plow is a natural adjunct of the steam combined harvester and is frequently used with the latter to handle the crops, with the assistance of only such teams as are needed to haul supplies. The ground is in the best state for seeding for a short time only, and during this period every possible advantage is taken of the capacity of the big steam outfits. California-built plows of light draft but capable of covering large areas are popular, and the isola-

Moreover, there is little inducement for farmers in these sections to invest in a large plowing equipment where horses must be maintained without practical reduction in numbers for cultivating the crop. The development of gasoline tractors of comparatively low weight, price, and horse power, which can be used in the fields to supplement the work of horses and elsewhere for a variety of purposes, seems likely to prove economical not only from the standpoint of investment and cost of operation and maintenance, but from that of increased returns

THE STANDARD by which OTHERS are JUDGED



is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

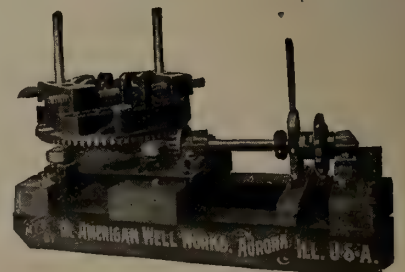
"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type.

Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



through the application, at times when it is urgently needed, of power not ordinarily available.

Throughout the eastern states small fields and heavy grades generally prove prohibitive to the use of even the smaller motors.

EQUIPMENT FOR TRACTION PLOWING.

The equipment for traction plowing varies according to location, natural conditions, and preference. The standard types may be considered under three heads: (1) Plows, (2) prime mover or engine, and (3) miscellaneous equipment, including all conveniences for the transportation of supplies, the repair of equipment, and the care and comfort of the crew. Harrows, rollers and other tillage implements, which are frequently drawn in connection with the plows also may be considered under the last head.

PLOWS USED WITH ENGINES.

Practically all traction plowing is now done with specially designed engine gang plows. These may be divided into the disk and moldboard types, and the latter into steam lift and hand lift. Engine gangs present greater variation in type and adaptability than do engines, and this is an important factor in such success as the practice of traction plowing has had. Variations in plow shapes, such as have been worked out for local conditions, apply as well to engine as to horse plows; hence the problem has been principally to combine plow units into large gangs in the most satisfactory manner.

DISK PLOWS.

Disk plows are popular with traction plowmen, as it is possible with them to cover more ground with a given expenditure of time and power than with moldboard plows. Furthermore, it is possible with them to plow a continuous furrow around a field without labor and loss of time in lifting plows at corners or headlands, though in this case the corners are usually plowed out with horses. Disk plows, especially the smaller gangs accommodate themselves readily to uneven

surfaces and tend to roll over obstructions. They can be used under certain conditions where moldboard plows can not; yet it is doubtful whether, on the whole, they do as good work. They are usually hitched to the engine by means of cables or chains, and the matter of hitching has given rise to serious problems. It was found difficult to turn corners with all plows in the ground when small gangs were used; hence, the number of disks per gang was increased until ten, twelve and even sixteen were hung on a single frame. Besides being extremely heavy to lift, the large gangs proved to be unwieldy and hard to keep in line. The resistance of all the disks was thrown upon the rear wheel, tending to crowd the gang to the left and making it necessary to weight the rear of the gang heavily to keep the plows in the ground. Balancing the hitch by placing it near the front of the gang transferred the difficulty to the guiding of the engine, since the center of the draft was not in the center of the drawbar. Gradually the five, six, and seven disk

gangs, which have proved more successful than either extreme, were evolved.

Ordinary disks are 24 inches in diameter, though larger sizes are frequently bought, especially in sandy regions, where wear is rapid. From ten to fifteen disks is a medium load for the majority of gasoline engines, and from fifteen to twenty-eight for steam engines, varying, of course, with the horse power of the engines, the condition of the soil, the width of the cut per disk, the depth, and whether or not harrows follow the plows. These plows cost from \$125 to \$175 for a medium sized gang east of the Rocky mountains and somewhat more on the Pacific coast, where the cost of a disk plow equipment would range in most cases from \$250 to \$600.

MOLDBOARD PLOWS.

Moldboard engine gangs were developed in response to the demand for a more compact arrangement than was possible with horse plows, and large gangs followed naturally. Since these had to be raised and lowered frequently, gangs of three to six bottoms prevailed until the advent of steam

lift plows. These in reality consist of several gangs of four to six plows hung on a single frame, each gang being lifted and dropped by means of a cylinder supplied with steam from the engine. Plows of this type usually contain eight, ten, or twelve 14-inch bottoms, though larger sizes are built for special soils. Compactness and the possibility of backing and turning in close quarters have made the steam lift plow popular, though the first cost is greater, ranging from \$900 to \$1,500 for ordinary sized gangs.

Types of hand lift plows embodying the size and compactness of the steam lift plow consist of a frame to the rear of which the bottoms are attached. In both this and the steam lift types flexibility is secured by making the bottoms vertically independent of each other or by combining them in pairs. Irregularities in ground surface are thus met and in case of a solid obstruction one or two bottoms may be released without damage to the whole outfit. In this type of hand lift plow each bottom or pair of bottoms is raised and lowered by a lever, from

TURN TO YOUR RIGHT—
YOU HEAR—

"It's a Perfect Mower"

With New Raised Ledger Plate,
knife cuts full depth of section.

Adjustable Tilting Lever Ratchet
gives ample throw to cutting bar.

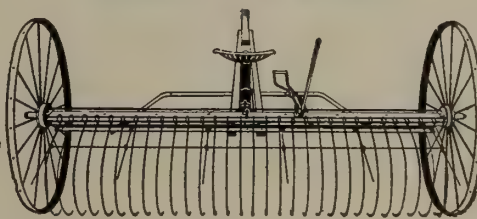
Adjustable Coupler keeps cutting
bar always in line.

Forged Steel Knife Head
Connection.

Strong Crank Head Connection.



Massey-Harris NEW MOWER and RAKE



TURN TO YOUR LEFT—
YOU HEAR—

"It's a Perfect Rake"

Well Braced Angle Steel Frame.

Oil-tempered Steel Spring Teeth
with Shoe Points. Each tooth has
a coil section to prevent breakage.

Strong Steel Wheels of large
diameter and with wide tires.

Basket has great capacity.

Automatic Dump. Rake may be
dumped by hand or foot.

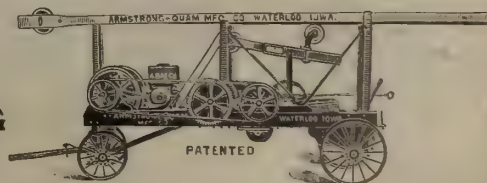
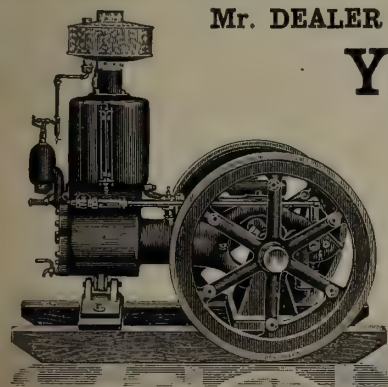
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Ontario Wind Engine & Pump Co., Ltd.

WINNIPEG
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six to fourteen being mounted on the frame.

The cost of these plows is considerably less than that of the steam lift type, ranging from \$500 to \$900, but as a rule the latter can be operated with one man less to the outfit.

The smaller moldboard engine gangs usually contain from three to seven plows, the 14 inch bottom being practically universal. The frame is much heavier than in the case of horse plows and the cost per bottom greater, ranging, within reasonable distance from the factory, from \$100 for three furrows to from \$200 to \$250 for six. In some types, especially in small gangs, the plow bottoms are held rigidly, but in the larger gangs the tendency is to give each plow a certain freedom, as in the case of the steam lift type. At present six to eight bottoms for gasoline and twelve to fourteen for steam engines are maximum sustained loads for most conditions.

A cheap and fairly effective modification of the moldboard plow known as the Stockton gang is used widely on large ranches in California. This consists of a triangular frame holding on a rigid standard from three to eight reversible plow shapes cutting 8 to 10 inches each. It is adapted to shallow plowing, stirring rather than turning the soil, and with the large engines used in that section a great acreage can be covered in a day, a strip 30 to 40 feet wide being not uncommon.

ENGINES.

The prime movers used for plowing are mainly of two types: (1) the ordinary steam traction engine, and (2) the internal combustion engine using a liquid fuel, such as gasoline, kerosene, or distillate, and commonly spoken of as a gasoline engine. Since the conditions surrounding

their operation are essentially different, these two types will be taken up separately and discussed in connection with the results obtained from the use of each.

Steam engines are much more common than gasoline engines as factors in traction plowing. The variations in mechanical detail are numerous, though as a class these engines are more nearly standard than the gasoline tractors. The principal variations are in type of boiler, cylinder arrangement, and mounting. The horizontal boiler is found in the majority of engines, with either direct or return flue arrangement. In the former, which is most common, the products of combustion pass directly from the fire box through the flues to the front of the boiler and the smokestack. In the latter the gases pass to the front of the boiler through a large flue, returning through smaller tubes to a stack at the rear of the boiler.

All ordinary arrangements of cylinders are to be found on leading plowing engines. These include single and double cylinders, not compounded, and compound engines, in which steam is admitted first to a small cylinder and partially expanded and then to a larger cylinder where advantage is taken of its further expansion, both cylinders thus working through a shorter range of temperature. The arrangement of compound cylinders gives rise to the term "tandem" and "cross-compound," signifying cylinders placed one ahead of the other and side by side, respectively. Some cross-compound engines may be converted at will into double simple engines, thus gaining additional power, as for starting a load, at a sacrifice of economy.

In most cases the driving mechanism is mounted on the boiler, though occasionally built

upon a frame entirely separate. Where these parts are beneath the boiler they are said to be "under-mounted." The same term is used to describe a tractor in which the main axle extends under the boiler, ahead of the fire box. Frequently the traction wheels revolve on bracket axles bolted to the sides of the fire box. This is termed "side mounting." A very satisfactory axle position is in the rear mounting, in which continuous axles are fastened to the rear of the boiler. The ideal arrangement for a plowing engine is a driving mechanism supported entirely without strain on either boiler or fire box, yet fully protected from the clouds of dust which arise in plowing.

All plowing engines are equipped with wide drive wheels to prevent miring in soft ground and loss of power through slippage. The traction gearing is wider than on threshing engines, and is usually of steel or semi-steel. Bunkers for several hours' coal supply and tanks for from one to three hours' water supply are provided, though in plowing it is usually necessary to take supplies about once an hour.

To withstand the strain and secure tractive efficiency these engines are of great weight, ranging from seven to twenty tons. In the largest engines some reduction in weight and gain in strength are effected by substituting steel for cast iron. Throughout the entire construction emphasis is placed upon resistance to the tremendous strain of a heavy dead load on the drawbar.

Steam engines used for plowing are usually rated at from 20 to 50 tractive horse power, most of them being between 25 and 35 horse power. This is an arbitrary rating, placed near the efficiency of the engines as compared with horses, and much below

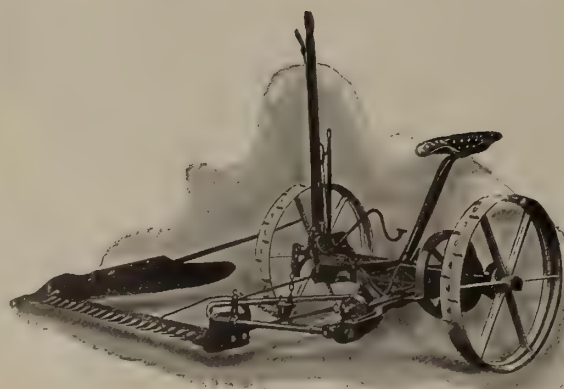
the actual horse power as measured by brake test. The latter measures the power available for driving stationary machinery. It must be remembered that the power of a horse is measured in effective pull, while the engine will do many more foot-pounds of work per unit of time while standing still than when moving. Much of the power developed is used in moving the tractor and some is lost in transmission, while a reserve must be maintained for such emergencies as the horse can overcome by exerting for a short time as high as four or five times his normal efficiency. It is true that under like conditions a certain increase in power may be had of a steam engine, but to discourage overloading on the start and accidents in case of sudden obstacles the rating is usually placed at from one-fourth to one-third the brake horse power. No general rule is followed. Both tractive and brake ratings should be known in connection with a general purpose engine and should be placed at the point of maximum durable load rather than at the absolute maximum which can be sustained for a short period.

The cost of these engines varies with the locality and terms of purchase. Net factory prices quoted by manufacturers in the middle west range from \$1,500 to \$3,000 for the sizes just mentioned. On the Pacific coast the common type of engine is larger, rating at 60 tractive and 110 brake horse power, and selling, fully equipped, at from \$5,000 to \$6,000, according to terms and equipment. In Canada prices will range from 20 to 35 per cent. higher.

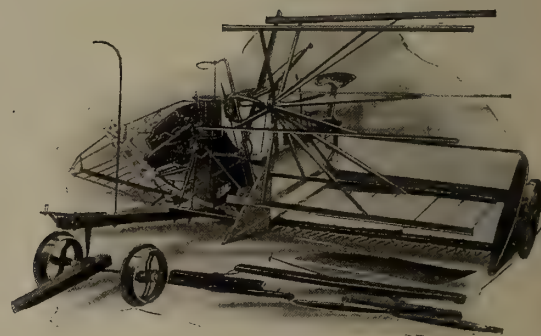
(To be continued.)

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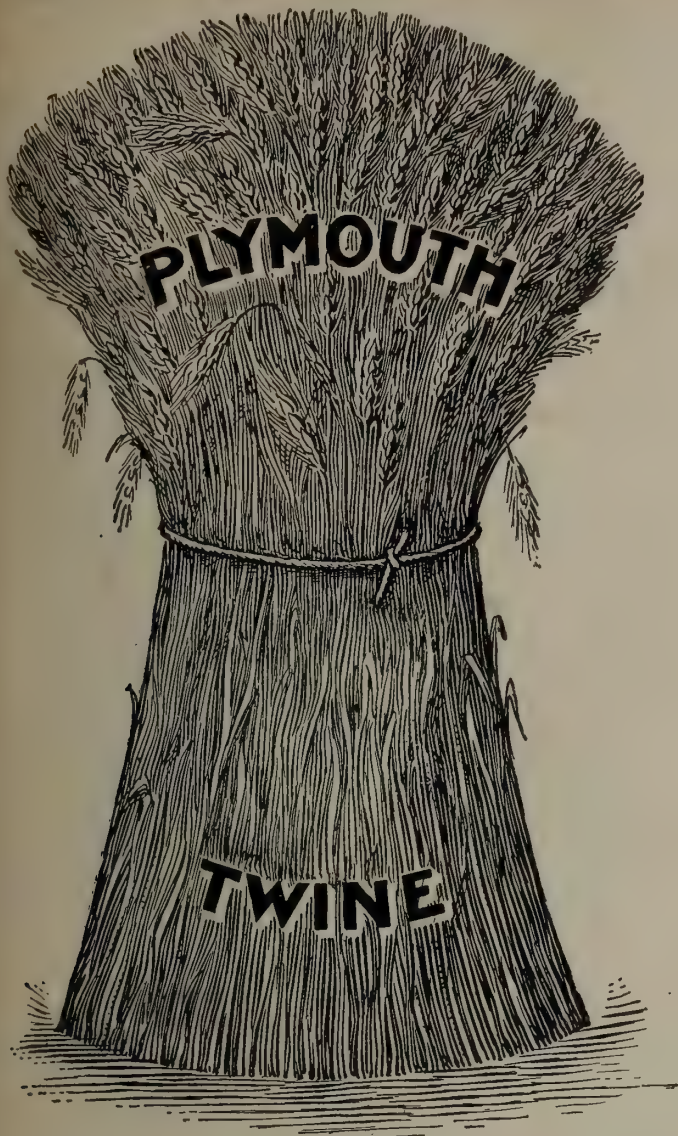
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IS THE KIND
TO TIE TO

The finest of raw material and skillful, intelligent workmanship make PLYMOUTH TWINE the "kind that's ALWAYS good."

It has been possible to truthfully make this simple statement only through many years of experience and careful study of all the problems which enter into twine-making. Our position in the fiber market enables us to secure the best of raw material, and our experts can judge to a nicety just what fiber is adapted to making the best and most satisfactory twine in the various grades.

Workmen with generations of experience behind them, special machinery devised as the result of years of experiment and study, the PLYMOUTH idea of always building good goods, all contribute to manufacture the most suitable material into PLYMOUTH quality twine.

"The Kind That's Always Good"

The country is aroused this year as never before over the twine question and the public is seeing clearly the value of the things this Company stands for—not only good goods, but honest business methods, entire independence from any trust or monopoly, the square deal to all concerned.

There was never a better time for the progressive, independent dealer to take advantage of these things than in this season of 1910.

PLYMOUTH CORDAGE COMPANY, North Plymouth, Mass.

CANADIAN DISTRIBUTING AGENTS:

W. G. McMahon

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WINNIPEG, MAN.

Hobbs Hardware Co.

TORONTO, ONT.

GOOD ROADS---A VITAL NECESSITY.

The Manitoba Good Roads Association have done some useful work to stimulate interest in the good roads matter. A competition has been inaugurated open to Manitoba municipalities in which the split log drag will be used on certain sections of road during May, June and July. Prizes to the amount of \$200 are offered by Mr. Harvey of Springfield and the Farmers' Advocate.

To many people good roads looks like an uninteresting subject, but nevertheless it is of paramount importance. No other improvement will so enhance the reputation of a locality, or a country, as modern highways. We take pride in our grain crops; why should we forget the condition of the roads over which we haul our products to market? The benefits derived from good roads are shared by all classes; the farmer through greater ease of transportation to commercial centres, the city dwellers by the rapidity in which their products reach the rural districts and the opportunity afforded for pleasant travel in the country. Perhaps the suburban dweller is in some ways the greatest gainer of all. He generally occupies a position mid-way between town and country, where the rule of the civic authorities ends and the heavy traffic makes it difficult for the municipality, with its limited finances, to keep the roads in good condition.

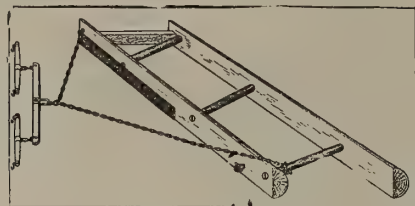
A study of road making reveals but a few really fundamental methods. The Romans laid down large flat stones. Then in France rough stones were set on edge, a layer of broken stone being superposed. A similar theory was later followed in England. Early in the nineteenth century. Macadam announced the principle that small pieces of broken stone placed in a layer are by the action of water and travel transformed into a more or less homogeneous road surface.

It is now admitted by highway engineers that the macadam road is unsuitable for modern traffic, and that a first class road must have a certain elasticity in order that the same hard surface may not always be presented. It is this impermeable quality of the macadam which causes undue depreciation from disintegration. In other words there is a constant wear and tear on the hard-road surface, which is never replaced. Every shower washes away the finer particles, never to return, the wind scours off the minute dust in a similar way, assisted by the rapid, suctional action of automobile wheels.

The automobile is largely responsible for the present agitation over almost the whole of Amer-

ica for better roads; present-day roads are intended for horse-drawn traffic and the ideal automobile road would have to be materially different. Highway engineers are of opinion that the automobile alone does no more injury to the road than horse-drawn vehicles, but that the combined effect of horses cutting up the roads and automobiles stirring up and displacing the material is responsible for the trouble.

In a newly settled country poor roads are to be expected and can hardly be avoided, but in those



U.S. Model King Drag

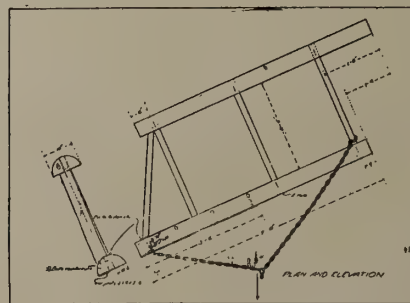
sections of the prairie provinces where the community have passed through the early stages of pioneer life the roads should be properly constructed and cared for, to suit both the nature of the soil and the load to be carried. It is possible in practically every case to make great improvements with the material to hand. As the materials vary, local conditions must be studied, but the same ideal qualities will be kept in mind in all cases, namely, a flat grade, a smooth, dustless surface sufficiently hard to withstand traffic with enough elasticity to avoid injury to horses or jar to vehicles. Various materials are now used to attain ideal road surfaces but for Western Canada it will be sufficient to consider the earth road, properly graded and kept in good shape with a split log drag. The King drag has proven conclusively that good earth roads can be maintained at a very small outlay. In the United States this simple device has been thoroughly tried on many different soils, and always with marked improvement in the condition of the road surface; in many cases the results have been almost incredible. Mr. D. Ward King, the inventor of the drag, made the first trip with it over the highways of his native county in 1896. The device is unpatented, and any farmer can make one in a few hours at a small expense. The drag and its construction are fully described in a Bulletin issued by the Department of Agriculture at Washington. Mr. King, in an article written for the Saturday Post gives a complete formula for building good roads. He says:

First, build a King-Drag; and build it according to the specifications in the United States King-Drag Bulletin. Do not attempt to improve the drag; I

spent several years trying to devise a better one and failed.

Second, after the drag is built hitch two horses to it, attach the double-tree at a point on the chain that will compel the drag to follow the team at an angle of forty-five degrees, with the left-hand end of the drag to the rear. Now, at a moment when the surface soil is moist but not sticky, step on to the drag and drive toward town with one horse on each side of the right-hand wheel track. Drive to your neighbor's front gate, and, turning there, drive back home over the other wheel track. This is all I ask. You can make another round if you have leisure, but the one trip will answer if the work is properly done. After the next rain storm, when the earth in the road has dried so that it will not adhere to the slabs of the drag, make another trip to your neighbor's front gate toward town, returning as before. Repeat the operation after four, five or six rains or storms. Probably after four rains, but certainly after six rains; followed by careful dragging, the center of the strip of roadway that is reached by the drag will be found higher than the rest. In other words, four to six draggings after four to six rains will produce a smooth, oval roadbed, with good drainage of its surface within the limits of the dragging. The strip, however, will be criticised for its lack of width; which brings us to the third step.

Third, to widen the road use an ordinary mould-board plow and turn one shallow furrow from each side toward the center, allowing the plow to run just outside the mark made by the end of the drag. Spread these furrows over the surface of the road with the drag. This operation will



U.S. Model King Drag, Plan and Elevation.

widen the roadbed two feet and add a little to the crown. Following the next rain or storm repeat the plowing and dragging, and when you finish the road will be four feet wider. The plowing may be continued, only plowing one furrow after each rain, until the road is wide enough to give satisfaction. Any mile of earth road which this formula will not remedy is unusual and exceptional. If the roadway is very narrow use a short drag.

Naturally the King-Drag will not mow grass, grub brush, pull

stumps or quarry rock, but, with the assistance of a plow, it will do anything that is done with ordinary road-making tools. No matter how deep the middle is, the drag will gradually fill it, and continually, if the above formula is obeyed, the road will be growing better for travel.

My own half-mile of road, which was badly scooped out in the center when I began to drag it some 14 years ago, is an instance of what may be done. After five years' dragging this gullied clay hill became so steeply rounded that the neighbors criticised the work, and since then we have habitually dragged the earth toward the ditches once in three treatments. That is to say, we pull the dirt "in twice and out once," by this process flattening the crown.

The persistent and intelligent use of the King-Drag, after every rain or wet spell, when the soil is moist but not sticky, will improve any earth or gravel road from fifty to five hundred per cent., the amount of gain depending on the character of the soil and the skill of the man who does the work.

The Good Fellow.

There was a time when to be known as a "live one" the salesman on the road thought he had to be a "jolly good fellow," as the world knows that type; he believed he had to be a drinker, a spender, a sport and that sort of thing, but that time is no more and it will never come again. It is the man of character who makes the salesman of to-day. So-called "good fellows" are on the wane in the commercial travellers' field.

Charles T. Robinson, who, during his fourteen years on the road has covered forty states and territories, said this in the course of an address before the salesmanship class at Spokane, Wash.

Manhood is worth more than merchandise to-day, and character counts more than cash sales. The man to be a good traveler, a salesman respected and credited, has to live like a man. In other words, you have to live your own life.

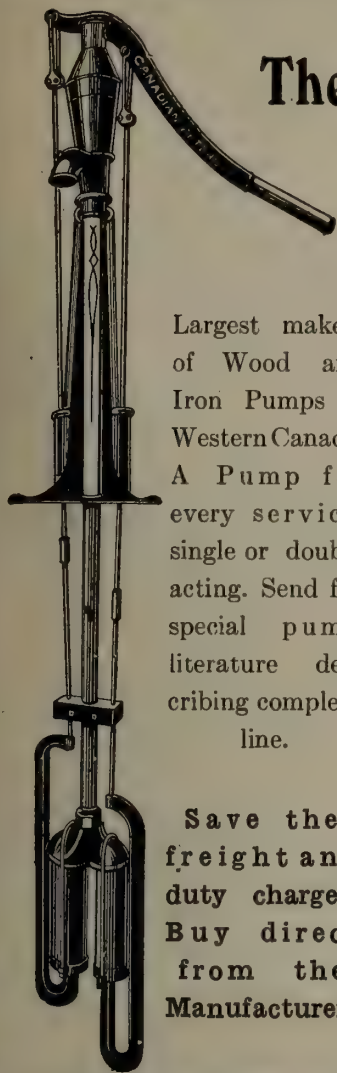
This "good fellow" idea has brought the traveling salesman into disrepute, but the profession is rapidly emerging from this state of affairs. No longer is the blustering, chattering, sporty salesman the man who makes the sales or gets the best standing with the house.

A good fellow in the drummers' field to-day is a different good fellow from the man of 10 years ago. Character is the thing that counts.

The wheelbarrow has done more for mankind than automobiles.

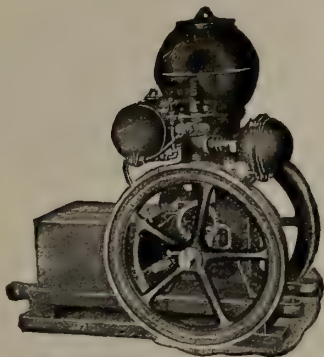
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Get Particulars of the Most Liberal Guarantee Ever Given on a Gasoline Threshing Engine.



Largest makers of Wood and Iron Pumps in Western Canada. A Pump for every service, single or double acting. Send for special pump literature describing complete line.

Save the freight and duty charges. Buy direct from the Manufacturer.



7 h.p. Vertical (Hopper-Cooled.)

We manufacture Gasoline Engines in all sizes from 2 to 25 horsepower. Vertical, horizontal, stationary and portable. Our Gasoline Tractor is a Winner.

Send for Special Catalogue Describing our 45 h.p. Gasoline Tractor. Write Now.



Made in the West for the West. All sizes — Power and pumping.

GET OUR CONTRACT AND DEALERS' PRICES AND SECURE THE BUSINESS

Manitoba Windmills are known to every dealer in Western Canada. They are the easiest selling windmills in the world. Strong and Reliable.

THE MANITOBA WINDMILL & PUMP CO., Ltd.
Brandon, Man.



25 h.p. Portable Threshing Engine.



Made in sizes 6 to 12 in. Does lots of work with little power.



Avery Threshing Machinery

A Mighty Combination — The Avery Undermounted Engine and the "Yellow Fellow" Separator

Best Thresher Line for Western Canada

The Locomotive Type of engine solves the power problem on the farm. AVERY UNDERMOUNTED ENGINES give plenty of steady energy at the fly wheel, are very economical on fuel and repairs, easy to fire and the smoothest running engine on the market. No hauling strains on the boiler. Made with single or double cylinders in sizes from 12 to 40 h.p.

THE AVERY "YELLOW FELLOW" SEPARATOR saves the grain. Actual tests in the field show a waste of less than $\frac{1}{8}$ of 1 per cent.—a negligible quantity. You may call this almost perfect work, and any Avery owner will substantiate our claims. Avery Separators delight your customers and put money in your pockets. Thirteen different sizes—from 19 x 30 to 42 x 70

Write for our 1910 Catalog

Avery Co., Peoria, Ill., U.S.A.

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CANADIAN JOBBERS

ENORMOUS GROWTH OF THE IMPLEMENT BUSINESS

The tremendous increase in the amount of farm machinery distributed from centres in Western Canada, notably Winnipeg, is an accurate barometer of the progress of settlement in the prairie provinces. It is reported that the volume of business transacted by the big concerns engaged in this trade has more than doubled during the past three or four months as compared with the corresponding period of 1909, and if we read these indications rightly there should be a very much larger area of land under crop for 1910 than last year. It is a notable fact that the newcomers to Canada show a distinct superiority over the usual type of immigrant, both as to personality and purchasing power. No doubt their ability to buy the necessary farm implements has had much to do with creating the present unparalleled demand on manufacturers of these goods.

Another factor in this sensational expansion was the excellent crop of last season and the high prices of grain. Farmers realized larger sums for their products than ever before and as a natural result numbers of them are in a position to invest in machinery which was beyond their reach a couple of years ago. The Western Canada farmer demands the very best and most up-to-date labor and time-saving devices for his agricultural operations, for these are rendered necessary by the large scale on which grain growing is now carried out. Almost every month sees some new machine—the result of long and painstaking experiments—placed on the market to lighten the work and increase the productive powers of the farm. We may say with truth that in the character of his agricultural implements the Western Canadian leads the nations.

Winnipeg now occupies the proud position of one of the five largest distributing points in the world for farm machinery. In this respect Kansas City at present does the greatest business, but at her present rate of expansion Winnipeg will very soon be on a level with her southern rivals.

The manager of one of the largest implement houses is credited with saying that Winnipeg will be the greatest distributing centre on earth within the next five years if her present rate of growth is maintained, and there is no reason for thinking that the present wave of expansion will diminish.

Our forefathers would be amazed were they able to see the way in which we cultivate the prairies with modern machinery. Farming is rapidly becoming a

system, a science, in which every step of the way is marked by some special implement and by an exact process, and indeed this is but the rational outcome of the close and intense study given to agriculture of late years. Our growing season is so comparatively short that it is imperative we use more intensive methods and bring the keenest intellect to bear on the problems of the soil. Only in this way are we able to get the best results and make the fruitful earth yield her highest bounty. As time slips away we find that the simple life of the last generation no longer satisfies the farming community. Fresh luxuries have come within their reach, and every luxury attained breeds an appetite for another, so that with increased prosperity the farmer finds his expenditure on the good things of life also increasing. These are signs of the times, and point to the remarkable fact that better cultivation of the land by means of improved farm machinery is leading surely to a higher standard of life for the agriculturist.

In the Interests of Agriculture.

The Manitoba Agricultural College is doing good work for the farmers of this country. Mr. Bedford, the head of the field husbandry department, has the demonstration plots sown and in good shape. These plots are one hundredth of an acre in area, or about 21 feet square, and 125 of them are devoted to grain and fodder demonstrations, while from 25 to 30 are used for testing different varieties of grasses. The heads and grains of all tests are to be used for demonstration purposes in the class room, while the straw, etc., is to be used on the farm.

The same department is also ready to send out to any farmer in Manitoba, who applies for it, 100 lbs. of inoculated alfalfa seed. The applicant, who is required to pay the freight to nearest station, is to sow about 20 lbs. of good alfalfa seed. This should insure him a good yield.

The first system of under-drainage is to be installed this summer. A field has been chosen, and tile drains are to be laid. Prof. Churchill, of the physics and mechanics department will have charge of this work.

It has been decided by the faculty that a course in apiculture should be given at the college. For this purpose 3 hives of pure Italian bees are to be obtained from some part of Manitoba, and to be kept at the college for demonstration purposes.



THE JOHN DEERE EMBLEM.

The Winnipeg branch of the John Deere Plow Co. have just secured a fine specimen of the trade emblem which appears on all their principal buildings. This takes the form of a bronze, life-size model of an elk, depicted in a graceful and natural attitude. At present this beautiful symbol of "Deere" goods is to be seen in the show room of their Winnipeg warehouse, but will shortly occupy an exalted position on the roof, where, after receiving a coat of gilt, it will form a conspicuous object in the wholesale implement section. It will be visible for a considerable distance, as the John Deere block is one of the loftiest and most handsome warehouse and office buildings in Winnipeg.

MORE DAIRYMEN NEEDED

The fact that there is money in keeping good milch cows has been forcibly brought home to a good many people this spring. In Winnipeg butter prices hit the high places, and for a few days in the acute period this commodity was hardly obtainable at any price. In truth there is a scarcity of dairy products in Western Canada. At the moment of writing creamery managers are paying thirty cents and over for butter fat. One Winnipeg concern was compelled during the famine to import butter from the U. S. by express and then limit the quantity sold to each customer to half a pound. Importations have also been made from Ontario to supply the market, and prices on butter and cheese continue high, although the trend is again towards normal. The average price of butter during the last couple of years has ranged near thirty cents, as compared with fifteen cents, seven or eight years ago. With an unprecedented immigration pouring into the country a continuance of high prices on food stuffs seems likely. So long as Western farmers devote most of their attention to raising cereals there is certain to be a shortage in the supply of dairy products, eggs, etc. In face of this knowledge it would be a wise move for many farmers to keep a few good milkers. It is a recognized fact that mixed farming—a combination of the dairy and the wheatfield—

forms the solution to one of the most vital agricultural problems, that is, keeping up the fertility of the soil. Where dairy cattle are kept they serve a double purpose: their direct products form a source of income which, under proper management, is very substantial, and is in evidence all the year round, their by-products—the invaluable manure—go to enrich the land and increase the yield of grain crops.

A correspondent of the Manitoba Free Press writing from Springdale, Alta., suggests that "Winnipeg business men should send a man or have a buyer in these smaller towns, where a homesteader has to take so small a price for his products. Butter has been selling since April in towns between Edmonton and Calgary at 17 cents. These towns take in a great deal of fresh butter, mostly in pound prints, at this time of the year. And here there is a good chance to help farmers and keep money in our own country, rather than send to Minneapolis or any other place. The west should, and can, supply the butter if a fair price were paid. Last summer a great many farmers let the calves run with the cows, as it did not pay to milk with butter at fourteen cents per pound, and that taken in trade at stores. Most farmers here have from ten to twenty cows."

Surely a district where most farmers have from ten to twenty

cows could support a creamery. Alberta creamery butter has an enviable reputation, and provided a good appearance and uniformity of quality is kept up it is certain to command a high price.

It is better for both the woman on the farm and the dairy industry in general that butter and cheese making should be confined to the creamery and factory, and here the benefits of the cream separator are apparent. The setting and skimming of the milk by the old hand process was a laborious task on those farms where a good number of cows were kept and this work almost invariably fell to the lot of the farmer's wife. The cream separator eliminates the drudgery of the dairy and is far more speedy and efficient than the old systems. In many cases hand power is used to operate the separator but the small gasoline engine is specially adapted for this service. When proper care is used in handling it, the farm separator forms a most important part of the dairy equipment, and in choosing a machine it is advisable to purchase one that is known to be first class in every respect. Cheap (and inferior) separators are offered extensively by mail order houses, and should be strictly avoided, as they cause more dissatisfaction and trouble than any other dairy adjunct.

The manufacturers of reliable machines give most explicit instructions for the mechanical care of the separator and these should be carefully consulted before attempting to operate. Some of the most important points in the use of the machine follow:

The separator should be located, if possible, in a separate building or shed, and as near the milking stable as possible, but a door opening immediately into the stable should on no account be permitted. It is of the utmost

importance that, while exposed to the air and undergoing separation, the milk be kept free from any possible contamination from impure stable odors.

The main desiderata in the separator room are light, air, and cleanliness. Therefore the window space should be ample; the walls, which may be of smooth boards, closely fitted and white-washed from time to time, and the floor should be of concrete or some impervious surface properly sloped to a drain in order that it may be kept clean and sweet by the free use of water.

It is imperative that the separator should have a level and solid foundation; and where possible it should be bolted to timbers. This precaution ensures the least amount of vibration and tends to make the operation easier and steadier. Once started up an even speed ought to be maintained until separating is finished. The correct speed varies somewhat with different makes of separators owing to differences in the gearing, but the direction book will make this clear in each case.

A quart or so of warm water should be poured into the bowl on starting, as soon as full speed is reached; this will steady the bowl and assist the cream to pass over the interior surfaces, especially in cold weather. The warm water having passed through, milk can be turned on and the flow kept uniform and continuous until the last pint or so is reached, at which time half a gallon of warm water, or skim milk without froth should be run through to flush out the bowl.

Immediately after separation, cool the cream in water below 60 degrees Fahr., stirring frequently, and when cool put in a cool place where the temperature will not exceed 60 degrees in summer or 62 degrees in winter.

The separator should be cleaned at the earliest moment possible after skimming is finished. Cleanliness is the first principle in producing first class butter, and to accomplish this the machine must never stand uncleaned. All the parts must be washed thoroughly in warm water and rinsed in clean, boiling water, afterwards leaving them to dry in the sun where fresh air has free access.

It is advisable that operating the separator should be left to one person at all times; in this way uniformity of speed, temperature of milk, etc., is more likely to be attained.

For lubrication nothing but separator oil as supplied with the machines should be used; any heavy oil will gum the bearings, cause the machine to run hard and decrease its usefulness.

Where a gasoline engine is used to run the separator great care should be taken that the odor of the gasoline does not taint the cream, and when the separator is not in use it should be protected from dust by a cotton cover.

True religion is established in a sense of duty and strength of will which enables its possessor to conquer all difficulties.

A Startling Invention.

A man by the name of E. B. Wright who is connected with a large farm near Keene Flats, has invented a milking machine which is as near perfect as can be. It is an electric motor which fastens to the rump of the cow, the electricity being generated by a small dynamo attached to her tail. She switches her tail, the dynamo starts and by means of a bevel gear and block tackle the milk is extracted, strained and the pail hung up to dry. A small phonograph accompanies the outfit and yells "So" every time the cow moves. If she lifts her foot to kick, a thing slides over and the talking machine says "damn it." If she continues to kick, a hinged arm grabs up the milk stool and lams time out of her and loosens a patch of skin the size of your mother-in-law's tongue. A patent has been applied for.

Green: My wife sent \$2 in answer to an advertisement of a sure method of getting rid of superfluous fat.

Brown: And did she get the desired information?

Green: Well, she got a reply telling her to sell it to the soap man.

Raymond Mfg. Co.

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National Cream Separators

The Farmer's Choice
The Dairyman's Favorite
The Dealer's Best
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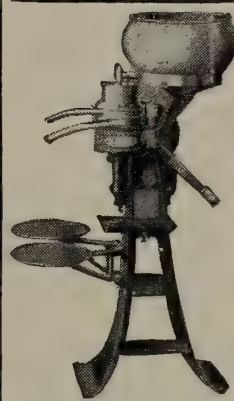
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The Best for the Home
BECAUSE
Mechanically Perfect
Light and Easy Runners
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RAYMOND MFG. CO., LTD., of Guelph
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The Cream Separator

That will help your
Business Reputation

The Cream Separator has become the most liberally advertised and widely discussed piece of farm machinery.

It makes a difference to the DEALER whether the Cream Separator he sells gives satisfaction or fails to do so—whether it lasts six months or two years or twenty years.

The DEALER who sells the DE LAVAL Cream Separator and gives his word to the buyer that it will do all that is claimed for it can rest assured that his business reputation is going to benefit and not suffer.

Selling DE LAVAL Cream Separators is like selling GOVERNMENT BONDS—they are both absolutely safe. The DEALER in either is handling the safest and best of its kind. They both help to build business reputations.

**The Best Dealers
Wanted in Every Locality**

The season for active separator work is now at hand. All applications given prompt and careful consideration.

**The De Laval
Separator Co.**

WINNIPEG

Montreal

Vancouver

Edmonton.

The weather conditions for the past month, while a little dry in the earlier part, are considered by the weather man the best that the country could have. Quite a lot of rain has fallen during the last few weeks, and the different grains are all looking good. If one could judge by the present indications as to the crop outlook, one would say that this will be the banner year for the Edmonton district. The grass for pasturage purposes is looking fine, and the dairying industry, which is well to the fore in this part of the country, should receive a great stimulus through the good conditions that prevail. Immigration into the Edmonton district is receiving very marked attention this spring. Everything at the land office this month is indicative of an unprecedented rush for lands to the West and North of Edmonton. The first half of the month of May has been a record breaker in the number of homesteads filed on by prospective settlers. During the week ending May 8th, 153 homesteads were filed on and between the 8th and the 15th the number was 139. This makes a total for the half month of 292 settlers with the avowed intention of making their home. Prospects are

that this number will be more than doubled by the end of the month.

The hog industry in the Edmonton district is proving to be a great money maker for the farmers of this part of the country. People are actually becoming rich through the raising of hogs. The J. Y. Griffin Co., who operate the largest and most complete packing plant in Western Canada, deserves great credit for the way they have stimulated this trade for the West. The present prices average from $9\frac{1}{2}$ to $9\frac{3}{4}$ cents live weight, and these prices have been prevailing for some time past. There is quite a shortage of hogs all over the West, the supply not being nearly up to the demand. Mr. Bradley, who is the manager for the Griffin Co., here, states that they are receiving on an average of 1000 hogs per week. The hogs that are being received are of a very high class.

The labor demand has been very heavy during the past month owing largely to the railway expansion work that is going on in this part in connection with the building of the G. T. P. and other lines. A large number of men are being procured in other centres, some of the employment agencies of the city have established branches in other cities to procure help.

Mr. J. Latimer, manager of the

Calgary branch of the Cockshutt Plow Company was a visitor to the city.

Mr. J. McKenzie, implement dealer at Strathcona, reports large business this spring, especially in the sale of Democrats.

Mr. Alex. Shandro, implement dealer of Shrando, was a visitor to the city, and reports that the crops are looking good in his district.

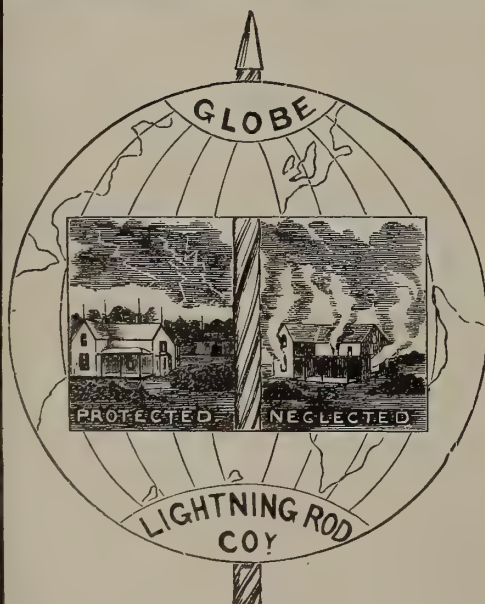
Conservation in Canada.

Canada being a nation of farmers, has to pay a very large seed bill each year. Last year our crops called for 33,000,000 bushels of seed grain—wheat, oats and barley, and we are constantly increasing our agricultural acreage. This being so, the economy of sowing good clean seed is at once apparent. The advantages to be derived from it are like the proceeds of a sum of money laid out at compound interest—they are cumulative in their effect and grow in ever increasing ratio. Some years ago a competition was carried on in some 450 places in Canada to see just what the actual results of using clean pure seed would be. If we reason from the results obtained from it, we find that our grain yield last year would have been increased by 190,000,000 bushels had clean vigorous seed been sowed on every

acre under cultivation. Now, 190,000,000 bushels of grain would fill 1,500 miles of railway grain cars. It is such a large amount that it is hard for the mind to comprehend, but, at any rate, it goes to show that it would pay our farmers to be particular about the kind of seed they sow.

Canada has reached a point where she is quite capable of looking after her own natural resources and the following sample of the attitude of the U.S. press shows that Uncle Sam is beginning to realize the fact. We quote the American Forestry Journal:

"Canada is measuring her timber resources and preparing to protect them by progressive and drastic measures against exploitation for the benefit of wasteful foreign countries, including her next door neighbor. We cannot look to the north for our salvation. We must husband all our remaining resources and plant trees wherever they can be grown more profitably than other crops, in order that our own future may be assured. This is the only way, Canada has not the resources for her own needs and ours too, and she is sufficiently wide awake and intelligent to guard her own. The only way that our timber resources and Canada's can be made inexhaustible is by the application of the highest scientific knowledge and the broadest common sense."



Wanted

LIVE DEALERS

To Handle Our Copper Covered Steel Centre Lightning Rod.

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

Write To-day For Samples and Full Particulars.

Hamilton Brass Mfg. Co.,
(Successors)

Hamilton

Ontario



The
"Flour
City"
Tractor



Twice Winner of the Gold Medal in the Winnipeg Contests



A General Farm Engine of the most Modern Design.

The Acme of STRENGTH, LIGHTNESS and DURABILITY.

OUR CATALOG TELLS ALL ABOUT IT.

KINNARD HAINES CO.

830 44th Ave. No. & Bryant,
Minneapolis, Minn.

Ontario Wind Engine & Pump Co. Ltd.

WINNIPEG

Dominion Sales Agents

CALGARY

COCKSHUTT PLOW CO. DOUBLE CAPACITY.

On his return from a visit to Brantford, the headquarters of the Cockshutt Plow Co., Mr. E. A. Mott, western manager, in discussing business conditions, stated that his company had been compelled by the tremendous demand for their product throughout the west to extend the manufacturing plant sufficiently to double the output. This increase will put the company in a position to fill every order placed with them by their multitude of agents. In detail these additions are: Extension to moulding shop, 150x70 ft.; Extension to Blacksmith shop, 130x70 ft.; New Improvement Depart-

ment building, four stories, 56x65 ft.; Addition to Casting Storage and Paint Shop of 3 stories, 110x60 ft.; New Share Shop building, 160x100 ft.; Machine Shop extension, 3 stories, 100x60 ft.; Warehouse Annex, 150x60 ft.; 6 stories.

The foregoing additions to the plant will add nearly four acres to the floor space. Contracts have been let and the work is already in progress. Further large extensions are planned to be carried out within the next twelve months, and the limit can hardly be forecasted. This wonderful growth speaks volumes for the

popularity of the Cockshutt goods, and is a striking example of the expansion that is rendered necessary in order to keep up with the prodigious claims which are made on manufacturers of farm machinery.

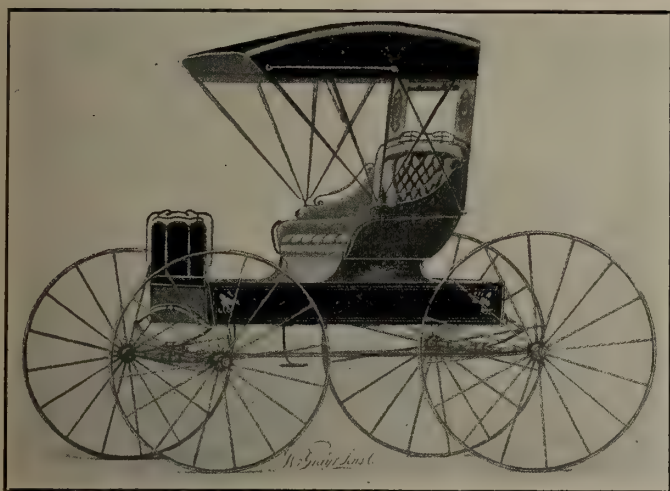
Promoting Efficiency.

Studebaker Bros. Mfg. Co., of South Bend, Ind., have made a new departure in the interests of their employees. This takes the form of the "Studebaker Library Bulletin," a weekly publication issued in connection with the Studebaker Library. The main

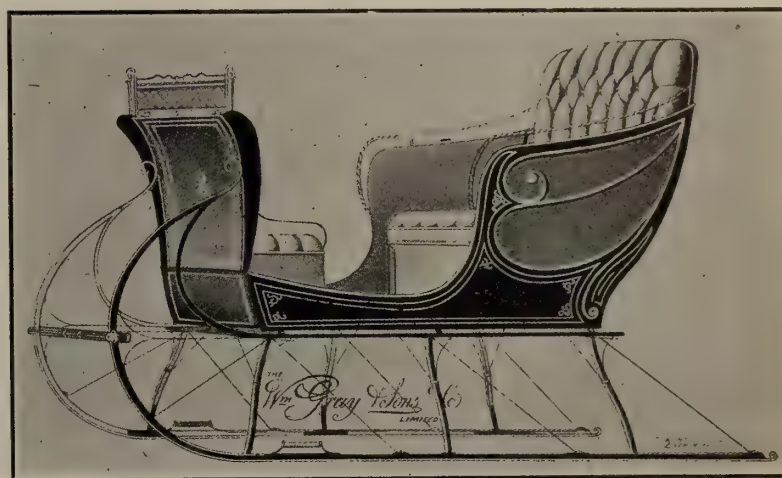
object of the Bulletin is to carry to the employees of the firm the latest and best information on the manufacturing and marketing of the firm's products. In addition a list of the technical and popular magazines in the library is given, together with a very comprehensive index to current magazine articles which are likely to be of interest to Studebaker employees. Twenty pages constitutes the first issue, and the book is very nicely printed on a heavy, durable stock.

"Don't marry a man who drinks," advised the pastor.

"I never do," responded the lady who had brought credentials from Chicago.



Our 1834 Special



Tecumseh Belle

A MONEY-MAKING PROPOSITION TO DEALERS

We desire Representatives for all unallotted territory.

Exclusive contracts given to live agents to handle the GRAY LINE of HIGH-GRADE CARRIAGES and CUTTERS.

Also CAMPBELL LINES of MILLS, SCALES, KITCHEN CABINETS, VACUUM CLEANERS, Etc.

Write to-day for complete Catalogue to.

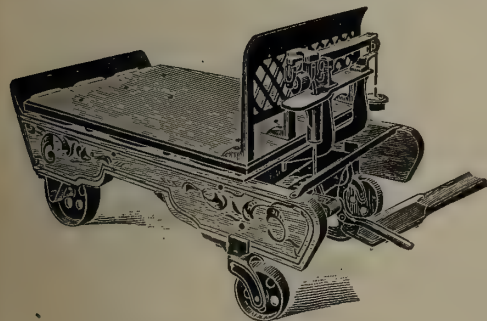
GRAY-CAMPBELL, Ltd., Moose Jaw and Winnipeg

Let us know Your Wants

We have Large Stocks at

BRANDON
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Can Deliver Goods at Short Notice



2000-lb. High Beam Wagon Scale



5-Ton Pitless Scale—The kind Farmers are now buying



Improved Kitchen Cabinet—A Modern Household Necessity

Can Manufacturers fix Retail Prices?

One of the dealers' associations in the United States has again taken up the question of uniform retail prices on farm implements, such price to be determined by the manufacturers. Most of the members of the association referred to purchase their machinery from the jobbers in one large distributing centre, so that in their case the plan might be satisfactory. It is, however, generally considered impracticable, one reason being the great difference in the freight charges borne by the dealers in various localities. It would seem impossible to fix a re-sale price on an implement, which would be as fair to the dealer 20 miles distant as to the one 200 miles away. The dealers behind this movement, however, believe the problem would be solved by the wholesalers naming a re-sale price. Evidently they are convinced that the variation in freight charges in a district supplied by one distributing centre would not affect the fixing of a satisfactory retail price.

It is hardly likely that such a plan would be feasible for Western Canada. Distributing centres are too widely separated, and the implement fraternity would not take kindly to anything in the nature of dictated prices. Then, again, the consensus of opinion amongst dealers and manufacturers in this country is that the use of a proper cost accounting system is the only proper method for the retailer to arrive at his selling price. Every dealer who makes use of cost accounting knows what it costs him to do business, and he should know better than any other person what his selling price must be in order to make a profit.

In the event of a trial being given to the re-sale price idea the results will be awaited with interest. In our humble opinion it is but a makeshift device and will appeal only to a minority of implement men who are lacking in the stability to conduct their own affairs in a business-like way.

Fire Insurance for Implement Men.

Arrangements have been completed whereby the members of the Interprovincial Implement Dealers' Association can obtain fire insurance at a net saving of from 20 to 40 per cent. over the line companies' rates. It is hardly necessary to point out the very material benefit members thus derive from their association. Those who desire insurance should put in their application without delay and should do so before the present policies expire. Remember it

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

Established in 1904 and Published Monthly by

Canadian Farm Implements, Limited

F. D. BLAKELY, Manager

822-3 UNION BANK BUILDING

Telephone Main 518

WINNIPEG, CANADA

SUBSCRIPTIONS

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Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE

Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Assn.

Entered in Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, JUNE, 1910

is not safe to postpone fire insurance until the last moment. At this season of the year many dealers will be making use of short-term policies to cover stocks of binder twine, etc. It will be to their interest to take this matter up with the secretary, F. D. Blakely, 822 Union Bank Bldg., Winnipeg.

Haying Time.

The practice of curing grass for forage dates back to remote ages, when the tools used were of the crudest construction. The hay crop at the present day has come to have an increased value by reason of the introduction of new varieties of grasses and clovers suitable for feed purposes, notably alfalfa and brome grass. Haying machinery has kept pace with the general improvement in agricultural implements, and the change wrought has been comparable to the progress made in small grain harvesting. Under present conditions the labor involved in cutting, curing, stacking or storing a ton of hay is only a fraction of what it was in the days of the scythe, hand rake and pitch fork.

The season approaches when all kinds of hay tools will be needed, and no dealer should lose sight of the opportunity to sell some of the labor saving machinery which is now available for the hay fields. One of the best methods to capture business is to have the right implements displayed at the time when the demand for them exists. Thus the judicious implement man will have a mower or two;

rake, hay unloader, carrier, stacker, etc., prominently in view on his platform. This form of publicity is the cheapest known and, for the small amount of trouble entailed, gives best results. But other means should be taken to see that neighboring farmers have their attention drawn to the machinery which saves time and hard work in the hay field. It will be advisable to secure an interview with every customer who is not completely provided with hay tools, and a determined effort must be made to create an interest and put through sales. This process may take considerable time and persuasion, but it is time well spent, for every fresh sale made adds to the dealer's prestige and opens possibilities of future business. Having once sold a man a satisfactory implement or tool it is far easier to approach him on the next occasion, and if the hay machinery proves a good investment for the buyer he is more than likely to make his next purchase from the same source.

Will Not Injure Implement Trade.

We have recently received quite an amount of correspondence from dealers throughout Manitoba, Saskatchewan and Alberta, stating that a systematic canvass is being made of the farming community by representatives of certain companies who have stock for sale. Shares are offered to the farmers at a nominal price and purport to give them an interest in a concern handling among other goods, farm mach-

inery, which they propose to retail to shareholders at net cost.

We wish to assure implement dealers that they have little to fear from this kind of competition. The game has been tried before, and failed signally. Past experience goes to prove that such firms, even when honestly promoted, have been unable to operate profitably when opposed to the legitimate method of handling implements through jobbers and manufacturers. The latter of course are thoroughly posted as to any attempts to turn the flow of their trade into other channels and can be relied upon to safeguard their own interests in every way. It looks as though investors in these schemes will have a very long time to wait before they will have anything tangible to show for their money, outside of the usual ornately printed stock certificate.

Every indication seems to show that as years go by the implement trade of Western Canada will be more strictly confined to the retail dealer.

Courage.

Courage is to business what the mainspring is to a watch. It is the fire inside the locomotive. It is the soul of all human enterprise. With it a merchant may achieve success, says the General Merchants' Review, even though he may lack many of the finer business qualities. Without it success is impossible. Courage is the proudest quality of mankind, just as beauty is the quality most precious to woman. There is something in it to admire, even when it degenerates into recklessness. Cowardice and recklessness alike lead to disaster, but there is no need to ask which of the two kinds of disaster has the more honor in it. Hardihood and recklessness is a steam engine that goes dashing through the darkness without the guiding rails beneath it or controlling hand at the lever. Timidity leaves the business man to starve in his tracks. Recklessness dashes out his brains against the first obstructing wall. Courage alone can carry him out of the mire and lift him safely and swiftly over threatening mountains. Cowardice dares nothing and does nothing. Recklessness dares everything and loses all. Courage takes counsel of reason and dares only those things that common sense approves, and in the end it wins all that can be won. The color of courage is woven into the fabric of a man's character. It cannot be stamped on from the outside. The harder the wear it gets the brighter does the color come forth.

Blessed is the man who pays his subscription early.

Personals.

Moreau Bros. are commencing an implement business at Cardinal, Man.

Mr. H. H. Reynolds is about to enter the implement trade at Goodlands, Man.

Mr. E. Schulze is opening an implement warehouse at Bruno, Sask.

At Griffin, Sask., there is a new implement dealer, Mr. A. J. Woodgate.

Messrs. Eggen & Olesberg are commencing to retail implements at Bawlf, Alta.

Mr. Benj. Good has purchased the implement business of Mr. H. E. Westlake at Carstairs, Alta.

Mr. J. J. Nierengarten is opening an implement warehouse at Strome, Alta.

Mr. D. J. Jansen, implement dealer at Guernsey, Sask., has again started business.

Mr. Norman McRae has commenced business as an implement dealer at Margo, Sask.

Mr. R. McAuley, implement dealer at Markinch, Sask., is succeeded by Mr. Davis.

Messrs. Sophy & Witt have opened an implement business at Blucher, Sask.

Mr. W. G. Ross is commencing an implement business at Duval, Sask.

Mr. G. J. Albrecht, implement dealer at Ponoka, Alta., has discontinued business.

Mr. A. C. Gerow is commencing an implement business at Beatty, Sask.

Mr. Geo. G. Rattray has sold his implement business at Lemberg, Sask., to Mr. H. E. Reucker.

Mr. W. Waghorn has sold out his implement business at Blackfalds, Alta., to Mr. R. Randolph.

The stock of implements and furniture carried by Mr. H. W. Garman, at Alix, Alta., has been sold by auction.

We learn that Mr. D. F. Miller succeeds Mr. Fred H. Miller, implement dealer at Blackfalds, Alberta.

Mr. R. P. Moore, implement dealer at Fort Saskatchewan, Alta., has been succeeded by Mr. L. I. Stuart and John Stoddart.

Mr. Edward Jackson now carries on the implement business formerly under control of C. Olson at Broderick, Sask.

Messrs. Born and Grabinsky have dissolved and will continue separately in the implement business at Hague, Sask.

The implement and livery business of Meyer Bros. at Delisle, Sask., has been taken over by Mr. Geo. Johnson.

Mr. David Drehmer, assistant manager of the John Deere Plow Co., has just returned from a visit to Cincinnati, Ohio.

Messrs. Crerar, Langdon & Cuff, implement dealers at Govan, Sask., have been succeeded by Cuff, Hart & McKinnon.

Messrs. Laknas & Sundwall are reported as successors to A. Peterson & Co., implement dealers at Govan, Sask.

Belouss Bros. & Gurovitch have purchased the implement business of Wunder & Senberlich at Quinton, Sask.

Messrs. Parke & Willson, implement dealers at Red Deer, Alta., have dissolved. C. W. Willson continues.

Messrs. Moore & Stevens succeed to the implement business formerly carried on by R. Robertson at Wawanessa, Man.

Messrs. Terry & Terry are reported as successors to Howie & McGinnis, implement dealers at Nokomis, Sask.

Mr. D. S. Milne has gone out of the implement business which he formerly carried on at Lakeview, Alta.

implement business at Chauvin, Alta.

It is reported that Messrs. O'Neil & Featherstonhaugh are about to dissolve. They were in the implement trade at Outlook, Sask.

Mr. J. W. Pagard, who handles the McCormick line of farm machinery at Young, Sask., writes us that business is excellent in his district.

Mr. Ed. Cahill, manager, and Mr. J. W. Hall, sec-treas. of the Gray-Campbell Co., of Moosejaw, Sask., were recently on a visit to their Winnipeg branch.

Mr. Geo. D. McKessock, implement dealer of Wawota, Sask., paid us a visit, which was most welcome; he was very enthusiastic as to business conditions in his district.

Mr. F. J. Walsh, of Moosejaw, was on a visit to Winnipeg on business. He reported a very excellent trade in the vehicle line and said that Moosejaw district was flourishing.

An Important Resolution

At a meeting of the Winnipeg Wholesale Implement Association held Friday, May 27th, the following resolution of special interest to the retail trade was passed:

Resolved:

That the members of our Association representing the manufacturing and jobbing interests, each agree to market our product and wares only through the dealers, it being understood that where jobbing houses have no connection in any town sales may be made direct to farmers at current retail prices; and further that a copy of this resolution be sent to Mr. John Crawford, President of the Interprovincial Retail Implement Dealers' Association; to sister Associations at Regina and Calgary; to all members of this Association; and to Canadian Farm Implements.

Motion carried by a unanimous standing vote.

Messrs. Howse & Schwandt are carrying on the implement business formerly run by Mr. A. E. Heck at Strassburg Station, Sask.

Mr. E. J. Symons now carries on the implement business at Jansen, Sask., formerly in the hands of Symons & Forbes.

Messrs. McNeil & McLean have dissolved their partnership in the implement business at Provost, Alta. Geo. W. McNeill continues.

Messrs. J. B. McCutcheon & Son, implement dealers at Abernethy, Sask., have sold out to Mr. David Ramson.

Messrs. McLeod Bros., of Grenfell, Sask., have closed the Grayson branch of their implement business.

Mr. D. Sutherland, implement dealer of Foxwarren, paid us a call and gave a good report of business conditions in his section.

Messrs. Lewis & McLintock have opened a general store and

Mr. H. Cockshutt, president and manager of the Cockshutt Plow Co., together with Mr. E. A. Mott, western manager, has just completed a trip throughout the west visiting the various branches of the company.

Mr. E. S. Strachan, western manager of the John Watson Mfg. Co., is at present on a three weeks' trip to the west, during which he will visit most of the principal points, including Calgary, Edmonton, Regina and Saskatoon.

Mr. A.B. Muir, assistant superintendent of the Goold, Shapley & Muir Co., of Brantford, Ont., is spending a couple of months in the West, where he is giving agents and purchasers expert instruction on the handling of their gasoline engines.

Mr. J. M. Reid, manager of the Ontario Wind Engine & Pump Co., found it necessary to make several flying visits to Minneapolis

is during the month of May to try and expedite the delivery of "Flour City" engines from the factory of the Kinnard-Haines Co.

Owing to the very heavy demand for Gasoline Tractors this spring, there have been a good many dealers and customers disappointed in not being able to secure engines for spring work despite the fact that everything possible has been done to increase the output by the manufacturers, they having enlarged their plant and installed a lot of extra machinery and running overtime to try and cope with the situation.

Mr. Burton J. Westcott and Frank C. Johnston, general manager of the American Seeding Machine Co., Springfield, Ohio, spent a couple of days in Winnipeg with Mr. S. S. Bean, the manager of their Winnipeg branch. Both these gentlemen expressed themselves as being delighted with business conditions and prospects here.

Mr. Frank B. Chandler, representative of the Aspinwall Mfg. Co., Jackson, Michigan, who is at present in Germany demonstrating the Aspinwall Potato Planter, is meeting with much success and feels confident a great field is opening here for the Aspinwall line of Potato machinery. Before returning home Mr. Chandler will also visit Russia, France and England in the interest of the Aspinwall people.

Mr. William P. Bayley, manager of the J. B. Armstrong Mfg. Co., of Guelph, Ontario, is making an extended tour of the west with the object of investigating the possibilities of placing the goods of his firm on the market. The Armstrong line of vehicles is well and favorably known in the East, and the company wish to take advantage of the growing demand for high class vehicles in the West.

Mr. S. H. Chapman, President and General Manager of the Ontario Wind Engine & Pump Co., spent three weeks in the Canadian West during the month of May, visiting the Company's branches at Winnipeg and Calgary. At both of these points Mr. Chapman arranged for very large additions to the Company's plant to be put in hand at once and rushed to completion this fall, details of which will be found in another column.

Mr. I. C. Nelson, of the Brandon Implement & Mfg. Co., had the misfortune to meet with an accident in the C.P.R. yards at Winnipeg on May 25. He was struck by the engine of passenger train No. 95, his face being badly bruised, and he also sustained injuries to his right leg and hip. Mr. Nelson is being cared for at Dr. Beath's private hospital, and we trust will very soon be able to resume his business. It is charac

teristic of his fair-minded and generous disposition that he attributes the accident entirely to his own fault. We are pleased to learn, at the time of going to press, that Mr. Nelson is progressing rapidly toward recovery and will most likely resume business in a week.

Business Men's Excursion.

The first annual trip of Winnipeg Business Men left Winnipeg by special train on May 18 for a week's tour of the West. The train was made up of five finely equipped cars and nothing which could add to the comfort of the party was omitted. It was stated that the travelers intend to publish a daily news sheet on the train. Among the party we note the following gentlemen of Winnipeg connected with the implement trade: H. W. Hutchinson, John Deere Plow Co.; I. J. Haug, Haug Bros. & Neller-moe; Edward Boyce, Boyce Carriage Co.; J. W. Ackland, D. Ackland & Sons; W. McMartin, Winnipeg Ceiling & Roofing Co.; W. B. Wilde, Hart Grain Weigher Co.

New Warehouse for Ontario Wind Engine and Pump Co.

The Ontario Wind Engine & Pump Co. have just purchased from Premier Roblin a block of land one-half mile west of their present plant with a frontage on Logan Ave., Brant st., Henry ave. and Trinity st. with excellent track facilities from the C.P.R., and they will at once proceed with the erection of a four story brick warehouse with basement, having 100 ft. frontage on Logan Ave. and running back on Brant St. to a considerable depth, with large loading platforms roofed over, and large Traction Engine shed. The General Offices and Showroom will be on the second floor, and the proposed buildings will have four times the storage capacity of the Company's present warehouse with ample room for additional warehouse space as the increase in their business may require from time to time.

The land area of their present quarters was not sufficient to justify erecting additional buildings on same, hence the necessity for a much larger ground area such as they have secured, which is six times as large.

The present premises will be disposed of just as soon as they are ready to occupy their new warehouse, which they expect to do early in the fall.

A warehouse almost as large as that proposed for Winnipeg will also be erected this summer at Calgary, from which point their Alberta and British Columbia trade is now being handled.

The Drought Ended.

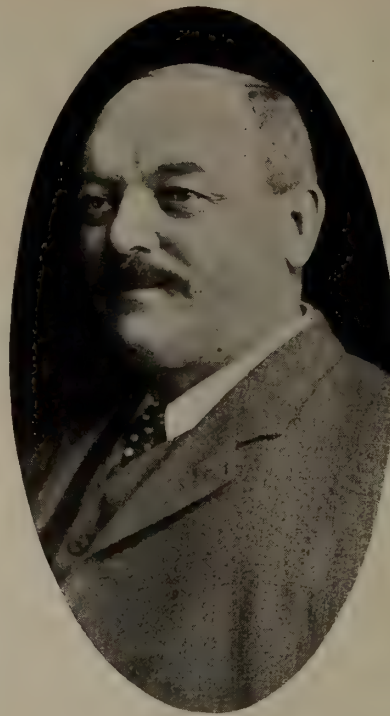
Since the publication of our last issue welcome rains have saturated the prairies of the west and no danger now threatens the young crop. Weather conditions this spring have been such as to cause some anxiety to the agricultural community. Unusual climatic changes have been experienced, and although a great deal of seeding was accomplished very much earlier than usual, owing to the break up of winter conditions in March, there were some sharp frosts and cold winds, together with a lack of moisture which began to look serious. Complaints of drought were heard and became more and more frequent, until some faint hearts began to fear a partial crop failure, but the situation was quickly changed by the recent rains, which were general throughout the West. All the essentials for a good growth are now present, and with the usual amount of sunshine there will result no permanent damage from the variable weather. According to Crop Reports the acreage of wheat and flax is largely increased, barley acreage remains about the same and there is a slight decrease in oats.

Steam and Gasoline Engineering Course at Manitoba Agricultural College.

The third annual Short Course in Steam and Gasoline Engineering for threshermen and farmers will begin at the Manitoba Agricultural College on Tuesday, June 14th, 1910, and will continue until July 1st, 1910. The object of this course is to aid those who already have had some experience in the operating of steam and gasoline engines. It will embrace study and practice in boiler construction, operation and repair; the principles of the steam engine, including valve setting and the proper handling of engines; gasoline engine construction and operation; babbitting, belt lacing and plain soldering. In addition to the above a laboratory period each day will be devoted to blacksmithing. The time will necessarily be short, but by close application the student should cover drawing out iron, making hooks, chain links, welding flat and round iron, and making and tempering cold chisels.

Information as to requirements for admission, registration, examinations, etc., can be obtained by writing Principal W. J. Black, Manitoba Agricultural College, Winnipeg.

Steel corrosion is said to be the result of electro-chemical action.



PETER PAYNE, President



W. J. SMALES, Secy-Treas.

BRANDON BIG FAIR.

There is no question but that the 1910 Brandon Inter-Provincial Fair will excell all its predecessors. The Fair of 1909 was certainly a credit to the Province of Manitoba, every department of that great fair was an educational feature. The machinery exhibit was undoubtedly one of the largest collections of machinery and farm implements ever seen in any exhibition ground in Western Canada, and from what we can gather the coming fair will have a still bigger display. Manufacturers cannot afford to overlook the Brandon Fair. In fact they regard it as an excellent opportunity to advertise and display their manufactures. The live stock exhibits are always big and it has been the pleasure of the Directors to provide for additional classes and increase the awards. Over \$2000 has been added to the premium list for live stock. A new feature for this year is a 6-horse tandem team competition open to municipalities, and for this event, Brown & Mitchell, Hardware merchants, offer a grand challenge cup, value \$100.00; and each of the four winning teams get three Henderson Gold watches.

Passing through the handsome gateway composed of stone pillars with iron railing into the spacious grounds, occupying eighty-six acres, one is reminded of the entrance to an English or Scottish country-seat.

On the right we pass the Lodge, which is occupied by the gardener. Beyond that, to the right, is one of the best and fastest half-mile tracks in Canada, with a grand-stand accommodation of 2,500, while 2,500 more can be accommodated on the un-

covered "bleachers". It is the intention of the Directors to supersede this with an iron and steel structure in the near future.

To the left is the experimental plot under the care of the Forestry Department of the Federal Government, and the Dominion Building.

We then pass the building of the Women's Hospital Aid Association, presided over by the ladies of Brandon, who cater to the wants of the many visitors to the Exhibition, and show their philanthropy by turning over the entire proceeds to Brandon General Hospital.

Next in order comes the Poultry building; then the Horticultural building and Band Stand. Strolling further, we pass the Dairy machinery building and the cold storage building, coming to the Palace, or Main building.

There are about two and a half miles of nicely shaded driveways, and being of such easy access from the centre of the city, it is practically made use of as a public park. Crowds of people visit it every evening during the summer months; and on Sunday afternoons thousands of visitors stroll through its cool and shady avenues, and pay a visit to the Zoological collection, which is growing rapidly, and to the birds and water fowl that disport themselves upon the pretty little artificial lake which occupies a position about the centre of the grounds.

There are three Elk (one being born on the grounds), a pair of Timber Wolves and a cub born a few weeks ago, a pair of Badgers, a pair of Canadian Black Bears, a pair of Horned Owls, Black Squirrels, a pair of Foxes, a herd

of Buffaloes (two born on the premises), Mexican cattle and Highland cattle.

A fine collection of Pheasants is next visited, containing one pair of each of the following varieties: Hybrid, Golden, Lady Amherst, Hebrida. The luxuriant coloring of the Lophura or "Fire Back" and the Golden are exceedingly striking. Bantam Pheasants and a pair of Reeves, too, are interesting birds.

Excellent accommodation for all classes of live stock is provided: Three barns for cattle, 150 feet, 100 feet and 100 feet respectively in length; building for sheep, 100 feet long; for swine, 100 feet long; a barn exclusively for stallions and a horse barn 150 feet in length and containing seven rows of stalls; another 210 feet in length with 5 rows of stalls, two horse barns 150 and 125 feet respectively, each with five rows of stalls.

To guard against fire, a station is located on the grounds, which is supplied with the necessary fire equipment during the Exhibition by the City of Brandon.

There is also a small Botanical Garden amply provided with sitting accommodation and it makes a cool, shady and restful spot for tired visitors.

One more attraction to the grounds lies in the different varieties of water fowl that are found disporting themselves on the pretty little artificial lake before referred to. Among these are White Guinea fowls, seventeen common Guinea fowls, forty-one wild geese, three Chinese geese, twenty Mallard ducks, four Black ducks, three Aylesbury ducks and two common ducks. Their movements in the lake are a great source of amusement to the children and young folks.

Oliver Chilled Plow Works will build in Canada.

The Oliver Chilled Plow Works have decided to build a branch plant in Canada. For this purpose the company has purchased a tract of seventy-five acres at Hamilton, Ont. This land is situated on Lake Ontario and has a deep water front extending a quarter of a mile. It is also reached by the tracks of the Grand Trunk railroad.

Plans have been prepared for a plant to cost upward of \$1,000,000 and the work of excavating and grading will be started immediately. The company expects to build a plant which will give employment to 2,000 men. It will supply the demand for Oliver plows in Canada and in all probability much of the company's foreign trade will be handled from the new works. The plant will consist of nineteen buildings, including the office structure, all of which will be constructed of

steel, concrete and brick. The floors will be of reinforced concrete, the walls of red pressed brick with terra cotta trimmings. The buildings and their dimensions are as follows:

Warehouse, 100x300, six stories; painting building, 70x200, three stories; assembly department, 100x400, three stories; forging shop, 100x420, one story; service building, 50x100, two stories; malleable iron foundry, 120x420, one story; core making building, 40x100, two stories; gray iron foundry, 120x420, one story; boiler shop and storage, 70x100, two stories; wood shop, 60x200, two stories; flask and chilled storage building, 50x80, one story; boiler house, 50x80; charging shop, 50x80; iron storage, 50x100; automobile truck garage, 30x60; three lumber sheds, 50x150; office building, 60x100, two stories. There also will be a number of minor buildings, locomotive houses, watchmen's quarters, etc. The location of the plant is not far from that of the Hamilton works of the International Harvester Company.

Application has been made for a charter for the Canadian branch which will be known as the Oliver Chilled Plow Works of Canada, Ltd. The incorporators are Joseph D. Oliver, James Oliver II, Lucius Hubbard, Edwin Nicar, R. A. Smart, W. A. McNerny and B. H. Prack.

Addition to a Well Known Brandon Plant.

The Manitoba Windmill & Pump Co., Brandon, Man., have recently completed their new foundry and are now running it to full capacity. The dimensions of the building are 110x60 ft., and a travelling crane and complete equipment of an up-to-date foundry have been installed. The very largely increased trade in gasoline engines made necessary this expansion in the company's shops, and the old foundry is now utilized as an addition to the machine shop and as an engine-testing room. We are informed that each engine is thoroughly tried out on a brake test before shipment is made and the company thus guarantee the brake horse power of every Manitoba engine. The 1910 model of their 25 h.p. portable threshing engine is, they claim, a great improvement on last year's engine, and develops 33 h.p. on a brake test. This machine the company absolutely guarantee to operate any standard 28x42 separator with all attachments to its full capacity, so that purchasers of these engines are taking no chances, and dealers handling this line are certain of having satisfied customers. The firm also manufacture a full line of windmills, pumps, grinders, etc.

Western Progress.

The Land Department of the Canadian Pacific Railway has just issued the first number of a publication entitled "Western Progress." The object of this is to record, at regular intervals, the advance of commercial and agricultural progress in the West, and to make known the opportunities offered for various industries and business enterprises. The location and advantages of the C.P.R. lands and townsites will also be made a feature. The first issue of this bulletin gives promise of a most interesting and instructive series. Considerable space is, of course, devoted to introducing the newcomer and explaining its mission. This is followed by a preliminary list of towns which are in need of certain industries, a description of the remarkable growth of Lanigan and Carlstadt, two typical examples of prairie progress; and other matter of interest to those contemplating a move west to "grow up with the country." The booklet is very tastefully printed, and illustrated with excellent half tones. For the present it embraces eight pages and will be published monthly. Copies will be promptly

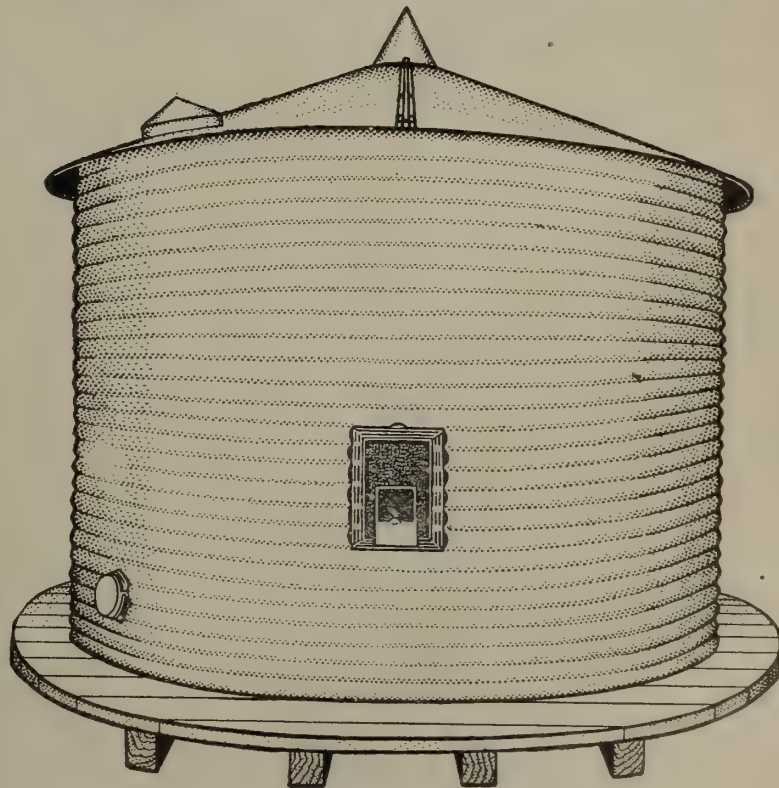
ly sent free of charge on application to the Land Department, C.P.Ry Co., Winnipeg, Man.

A New Brandon Branch.

Messrs. Beatty Bros., of Fergus, Ont., makers of the well known "B.T." line of Sling and Fork unloaders, Feed and Litter carriers, Steel Stalls and Stanchions, etc., are now open for business at Brandon, where they have recently completed a warehouse centrally located near the C.P.R. station. The building, which is of first class brick construction, was rushed to completion in a very short space of time. Work was started in April and it is now ready for occupancy and the goods ready for delivery. Shipping facilities are excellent and implement dealers will be welcomed by Mr. Jno. M. Thompson, who is in charge. This gentleman formerly travelled for the firm in Southern Ontario. All mail in connection with the company's western business should be addressed to the Brandon office.

The wider your range of thought the greater will be your chance of original combinations.

PORTABLE Corrugated Iron Granaries!



850 and 1050 bushels capacity.

This is a profitable line for you to handle. Get our agents' prices and terms.

Winnipeg Ceiling and Roofing Co.

Manufacturers of Corrugated Iron, Shingles, Siding, etc.

WINNIPEG, MAN.

Ambitious Saskatchewan.

The people of Saskatchewan, if we are going to realize the full benefit of our great Province, must get a feeling that it is our home, and that it is to be the home of our children; we must build up great institutions here, and we must help out our own communities, purchase our goods from our home merchants, and patronize, in every possible way, the institutions of the Province we have selected as our abiding place. We must imbue our children, writes J. H. Haslam, in the Trail, with this idea; not that Toronto is a great city, or that Montreal is a great city, or that Winnipeg is a great city, but that our home cities—Regina, Saskatoon, Moose Jaw, Prince Albert, Weyburn, etc.—are going to be greater than any of these. Then, on the other hand, the cities themselves must see that the people shall receive better treatment from them than they get from outside cities. They must see that the professional men are more efficient; that the goods sold are of a better quality and cheaper; that everything the local cities have to offer the people whom they serve is better than anything that can be procured from the outside. Saskatchewan wants great marts of trade to handle the products of its soil;

Saskatchewan wants great distributing houses to serve the merchants of its territory; Saskatchewan wants great industrial enterprises to manufacture its raw products into the articles required by its citizens and the world; Saskatchewan wants increased railway facilities and cheaper freight rates; Saskatchewan wants better roads, and, as time goes on, permanent roads; Saskatchewan wants hospitals in every town in the Province, so that the terror of illness shall be removed from the farming population. With the advent of good roads, automobiles and telephones, many of the drawbacks incident to farming life will be removed. We want to improve the Saskatchewan River in such a way that she shall carry on her mighty bosom the heavy burdens of commerce to the sea.

But, above all these, she requires on the part of the population the determination to do those things. With this spirit prevailing it has not entered into the mind of man to conceive what the next twenty-five years has in store for this Province. Within that time I expect to see every acre of her fertile land under cultivation; flocks on her hillsides and herds in her valleys; permanent roads, bordered with trees, constructed all through the Province; the homesteads of her people surrounded by groves and gardens; her educational institutions

unequalled in Canada and surpassed by none in any country; her cities comparing in size with the largest commercial centres of North or South America, having all of their beauty and none of their poverty and their squalor; the whole Province a network of railways, both steam and electric, and all peopled by a race gleaned from the finest of the earth's population.

Exhibition of Flying Machines.

Remarkable progress has been made in aerial navigation during the past year, as is evident by the recent exhibition of flying machines in London, Eng. U.S. Consul-General J. L. Griffiths contributes to the Weekly Consular and Trade Reports the following particulars:

When an aerial exhibition was held in this city in 1909 the machines were of such an experimental character that few sales were anticipated or made. However, at the present exhibition a standardized monoplane is offered for \$2,190, with a guaranty of its efficiency. It was stated at the end of the first day of the exhibition that machines to the value of \$15,000 to \$20,000 had been sold.

Six Bleriot machines were on exhibition: also Short, Wright, Voisin, and Farman biplanes, and the Antoinette and Santos Dumont monoplanes. There is also a Gregoire monoplane on view, which is an intermediate type between the Antoinette and Bleriot. It is 34 feet in span, with a lifting surface of 367 square feet and a 30-horsepower motor. Two other monoplanes on exhibition were the Avis and the Star, which are attracting much attention. There is still a further biplane shown, the Zodiac II, the English rights for which have been acquired.

The following are the prices which are asked for some of the machines: Santos Dumont monoplane, \$1,460; Bleriot "cross-channel" monoplane, \$2,336; Antoinette monoplane, \$4,866; Voisin biplane (E. N. V. motor), \$3,796; Wright biplane (Wright motor), \$5,839; Farman biplane (Green motor), \$4,428; Farman biplane (Gnome motor), \$5,450.

If one listens to the statements made by the representatives of the various flying machines it would seem not at all improbable that in the comparatively near future short flights may be made, as it is claimed that in a week or ten days the manipulation of any of the machines can be learned, and as one of the salesmen expressed it, he sees no reason why a man should not take an exhilarating flight through the air in the morning from his house to catch the train to town, or if he is especially adventurous he might go all the way in the machine to his office or place of business.

One, at least, is impressed with the progress that has been made, especially in the last twelve months, and since Bleriot made his dramatic flight across the Channel from Calais to Dover, conservative Englishmen have been considering the possibilities of utilizing flying machines for practical purposes. The time is probably far distant when this will be realized to any great extent, but the ferment is on, and developments of far-reaching interest may be anticipated at almost any moment.

As we go to press news comes that another intrepid Frenchman, Count de Lesseps, has made a successful flight across the English Channel from Calais to Dover. The Count used a monoplane similar to that of Bleriot and made the passage in 50 minutes.

Beat your Swords into Plowshares.

There is a society down in New York which numbers among its members some brainy individuals; men, and women, too, whose thoughts and conclusions are worthy of close attention. These people call themselves the New York Peace Society, and their purpose is to forward the cause of international peace. The platform of the society is broad enough to include those who deny all place to armaments and those who fear, in our present state of civilization, to abolish armies and navies. It exists to strengthen the forces leading to international good-will and to substitute Law for War.

By working for a wider application of the principle of arbitration, by advocating a reduction of armaments, by holding up true ideals of national honor and greatness, and by many other efforts the Society has for its ultimate aim the formation of a Universal Obligatory Arbitration Treaty, to the end that a Federation of the World be formed.

The Society believes that the time has come when the enormous expenditures on armies and navies should be scrutinized with the utmost care, not only in the interests of economy but of humanity. To illustrate what could be accomplished for the national welfare were the money spent on armaments turned into other channels the Society has issued a circular contrasting humane and bellicose methods. The figures it deals with are staggering and the conclusions it draws are that armaments beget hatred, fear and insecurity, while all nations benefit by commerce and friendly intercourse. A few examples of what the price of one battleship (\$12,000,000) will do follow: An investment of \$9,000,000 (three fourths the cost of a battleship)

As we do not make a practice of preparing copy for our advertisers, we herewith reproduce the following letter as received:

Winnipeg, May 28, 1910

Mr. F. D. Blakely:

I promised you "copy" for our advertisement in your June issue, but have been too busy to prepare it, so am going to ask you to write it up along these lines:

As our understanding is that the most of your subscribers are the Implement and Hardware dealers of Western Canada, you will please call special attention to our Pastime Washing Machine. As you have been using one at your home for over a year, you know all about it. We want the dealers to know that we have never tried to sell these machines to the users, that all our business is done through regular retail dealers. We have done considerable advertising, but nobody ever saw an advertisement where we offer to take a dollar down and 50 cents a week—nothing like that goes with us. We say: "Ask your home dealer to get you a Pastime if he does not happen to sell them." We believe the dealers will appreciate our way of doing business when they understand it. Say in the ad. that the Pastime will run as easy when full of clothes as most other washers do when empty, and that any kid who can reach the handle can do the washing. You can't make these points too strong. It should mean something for the dealers to know that without any travelling men we have sold over 5000 machines in the past eighteen months. It means that when a dealer gets them started that he sells the washing machines that are sold in his town. We want the dealers to know that we prefer to sell but one person in a town; that is, of course, in the smaller towns, so the first order from a town means that he is the one who will have the peaches and cream of the washer business. Arrange these few pointers as you see fit. We are very busy and the washing machine feature of our business is beginning to take up a good share of our time.

Yours truly,

PARSONS HAWKEYE MANF. CO.

Winnipeg.

E. E. Lyday, Manager.

used in construction of irrigation works in Salt River Valley, Arizona, will reclaim 240,000 acres, provide homes for 8,000 families, and increase value of taxable property not less than \$24,000,000. Fifty Manual Training Schools could be built and equipped with the necessary tools and appliances for the cost of a battleship, teaching the rudiments of a trade to 75,000 young people each year. The cost of a battleship would build a macadam road of approved construction between the cities of Chicago and New York.

For Canada, on the eve of investing in that most expensive luxury—a navy—there is food for thought in these facts. Why not use wealth for productive, humane and enlightened purposes instead of squandering it on ruinous and provocative preparations for war?

Andrew Carnegie, who is the President of the Peace Society, is one of the great benefactors of mankind. His philanthropy for the most part has taken an educational form, and handsome public libraries in many cities bear testimony to his generosity. The following indictment of the lust for battle which is published as a booklet by the Peace Society, shows what are the conclusions reached by Mr. Carnegie's far-seeing intellect:

We still hear war extolled at times as the mother of valor and the prime agency in the world's advancement. By it, we are told, civilization has spread and nations been created, slavery abolished, the American Union preserved. It is even held that without war human progress would have been impossible.

The answer: Men were first savages who preyed upon each other like wild beasts, and so they developed a physical courage which they shared with the brutes. Moral courage was unknown. War was almost their sole occupation. Peace existed only for short periods that tribes might regain strength to resume the sacred duty of killing each other.

Advance in civilization was impossible while war reigned. Only as wars became less frequent and long intervals of peace supervened, could civilization, the mother of true heroism, take root. Civilization has advanced just as war has receded. Arbitration of international disputes grows more and more in favor.

Successive generations of men now live and die without seeing war; and instead of the army and navy furnishing the only careers worthy of gentlemen, it is with difficulty that civilized nations can to-day obtain a sufficient supply of either officers or men.

In the past man's only method for removing obstacles and attaining desired ends was to use

brute courage. The advance of civilization has developed moral courage. We use more beneficent means than men did of old. Britain in the eighteenth century used force to prevent American independence. In more recent times she graciously grants Canada the rights denied America; and, instead of coercing the Dutch in South Africa, wins them by granting self-government. The United States also receives an award of the powers against China, and, finding it in excess of her expenditures, in the spirit of the newer time, returns ten millions of dollars. Won by this act of justice, China devotes the sum to the education of Chinese students in the Republic's universities. The greatest force is no longer that of brutal war, which sows the seeds of future wars, but the supreme force of gentleness and generosity—the golden rule.

The pen is rapidly superseding the sword. Arbitration is banishing war. More than five hundred international disputes have already been peacefully settled. Civilization, not barbarism, is the mother of true heroism.

On the field of carnage men lose all human instincts in the struggle to protect themselves. The true heroism inspired by moral courage prompts firemen, policemen, sailors, miners, and others to volunteer and risk their lives to save the lives of their fellowmen. Such heroism is now of everyday occurrence.

In our age there is no more reason for permitting war between civilized nations than for relaxing the reign of law within nations, which compels men to submit their personal disputes to peaceful courts, and never dreams that by so doing they will be made less heroic.

A peace league of the foremost nations should put an end to the possibility of war among themselves and compel other nations to submit their disputes to peaceful tribunals. Since war decides not which is wrong, but only which is strong, it is difficult to

understand how a truly heroic or conscientious man can ever favor appeal to it, unless, after proffering peaceful arbitration, his country is attacked.

Should ever our country have a dispute with another, the demand should come from an irresistible number of the most enlightened and heroic of our people that our government should "In its right hand carry gentle peace," and offer its adversary arbitration.

When war ceases, the sense of human brotherhood will be strengthened and "Heroism" will no longer mean to kill, but only to serve or save our fellows.

A Subtle Distinction.

"Two soldiers," said Capt. F. C. Church, at a dinner at Palm Beach, "once decided to celebrate Valentine Day with a little beer.

"There being no canteen, one soldier got leave, went out, and bought a pail of foaming lager.

"As he was returning to the barracks with the pail under his coat, his company officer stopped him, saying:

"What have you got there, my man—a tumor?"

"No; a can, sir," was the reply."



Joseph Maw & Co's. Delivery Day line up of Reo Automobiles.

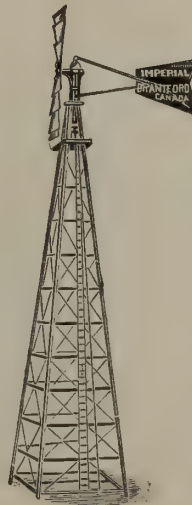
"IDEAL"

Gas and Gasoline Engines

1½ to 45 H.P.

Stationary, Mounted and Traction

WE MAKE AND SELL



GALVANIZED STEEL PUMPING WINDMILLS, 8, 10, 12, 14, 16, and 20 feet

GALVANIZED STEEL TOWERS, for all purposes

GALVANIZED POWER WINDMILLS, 12, 13, 14, 15 and 16 feet

GRAIN GRINDERS, Five Sizes

CONCRETE MIXERS, Two Sizes

IRON PUMPS, Lift and Force

WOOD TANKS, All Styles

BRASS CYLINDERS, All Sizes

WATER PIPES AND FITTINGS, Plain or Galvanized

STEEL FRAME WOOD SAWS

Goold, Shapley & Muir Co.

Brantford

LIMITED

Winnipeg

Progress of the Grand Trunk.

Since the turning of the first sod on the construction of the Grand Trunk Pacific Ry., at Fort William, Ont., September 11th., 1905, by the Premier, Sir Wilfred Laurier, the construction work has proceeded so steadily that at the present time, four years and a half since the building of the Transcontinental Ry. was commenced, 2000 miles have been placed under construction of the entire main line from Moncton to Prince Rupert (a distance of 3550 miles) on which there has been laid 1795 miles of track which in some cases is made up of disconnected sections. That portion of the line, however, from Winnipeg to Edmonton—a distance of 793 miles—has been constructed and has been in partial operation by the construction department for the past 18 months, and within the past 90 days the track has been completed westerly from Edmonton to Wolf Creek (122 miles), thus completing the track-laying on that portion of the line designated as the Prairie section, from Winnipeg to Wolf Creek (915 miles). The track was also recently completed to Fort William, thus making a continuous line from Fort William via Winnipeg and Edmonton to Wolf Creek of 1360 miles, which, however, cannot be completed for practical operation for some months as considerable work is required to be done on the easterly and westerly ends of the line to put it in a suitable condition for the operation of regular trains. The other portions of the main line on which the rails have been laid are situated east and west of the City of Quebec. During the past year contracts have been let for the construction work from Wolf Creek, Alberta, westerly to Tete Jaune Cache in the Rocky Mountains, 179 miles, and there are at present engaged on this section of the line 1000 teams and men. Similar forces are also engaged on the construction of the line from Prince Rupert to the terminus off the Pacific Coast, easterly to Aldermere, B.C., 240 miles.

In addition to the mileage referred to above the Provincial Governments of Saskatchewan and Alberta passed acts in the sessions of their legislatures in 1909 authorizing guarantees for the construction of branch lines by the Grand Trunk Pacific Railway Company in these provinces to the extent of 686 miles, comprising branch lines from the main line of the Grand Trunk Pacific Railway to Yorkton, Regina, Battleford, Calgary, Lethbridge, Macleod and Coutts, the construction of which is at present under way. At the session of the Saskatchewan Legislature in December, 1909, an act was passed

authorizing the guarantee of the construction of additional lines by the G.T.P. in that province to the extent of 475 miles, comprising lines westerly to Moose Jaw, Calgary, etc., southwesterly to the United States boundary line, and from the main line of the Grand Trunk Pacific to Prince Albert, and the construction of these will be undertaken during the present year. From the foregoing it will be observed that out of a total mileage of main line and branches of approximately 7900 miles, there are completed and are under construction at the present time about 4800, or sixty per cent. of the entire mileage authorized by the Company's charters.

Tungsten and its Uses.

Tungsten, or Wolfram is obtained in limited quantities from wolfram ore and is used extensively in alloy with other metals, to which it imparts very desirable qualities. Tungsten steel is very hard and tough, highly magnetic, not easily rusted and has the property of self hardening. An alloy with aluminum produces a very light and tough metal largely used in automobile construction.

The world's output of high-grade wolfram ore is estimated to average about 4,000 tons over the past four years. Apart from the use of wolfram for chemical purposes, the demand for wolfram for the manufacture of high-speed tool steel is very large and steadily increasing. The use of wolfram steel for motor cars is becoming general in cars of high-class manufacture, particularly by the French makers. Wolfram is also used in the manufacture of electric lamps, a filament having tungsten as a base furnishing a brighter, softer light than ordinary.

The manufacture of wolfram metal, which is also known by its trade name of tungsten metal, has been almost exclusively in the hands of German manufacturers; consequently the large English steel works manufacturing ordinance, gun forgings, armor plate, and high-speed tool steel and forms of steel in which wolfram is employed have always had to depend on the foreigner for their supplies of metal.

One of the physicians at a popular winter health-resort was looking over his books one day, comparing his list of patients. "I had a great many more patients last year than I have this," he remarked to his wife. "I wonder where they have all gone to?"

"Well, never mind, dear," she replied, "You know all we can do is to hope for the best."

The Kramer Line OF PLOW ATTACHMENTS



Is gaining in sales by leaps and bounds all over the country. Do you know why? The

KRAMER has proven that it is superior to all imitations in every section of the country and under all conditions of soil on all kinds of ground.

**The KRAMER is the ONE
Perfect Plow Attachment**

KRAMER BLADES are ground and shaped to a butcher knife point. That is why they work so easily and penetrate the toughest soil. Cast imitations merely scratch over the top of the ground.

KRAMER BLADES do not rise straight out of the ground or pull out as the imitations do. There is nothing lazy about Kramer Blades—they work all the time.

KRAMER BLADES shear, cut and pulverize the ground both in penetrating and in pulling out. There is not an inch of lost motion or action at the expense of perfect pulverization.

KRAMER BLADES double fine and pulverize the ground in pulling out, thus creating a perfect and desirable seed bed as fast as the ground is plowed and at one operation.

The Agricultural Colleges are good judges of farm implements as they make careful and scientific tests. This is what the State School of Illinois says about the Kramer: "We regard these rotary harrows as among the best means of conserving the moisture of the soil, together with ease and efficiency in pulverization, that has ever been our pleasure to work with." The Agricultural and Mechanical College of Texas, says: "The 1910 model which we purchased of you has been attached to a gang plow and we wish to say that it is the most satisfactory tillage tool that we have ever used."

You are interested in obtaining the best tools for your trade. As all the manufacturers of plow attachments claim to have the best attachment on the market, why not test them? Ask the manufacturers to send attachments subject to approval before purchasing, and order a Kramer under the same conditions. Then make a careful comparison from every standpoint. It will not take you long to decide that you want the agency for the Kramer.

Write for our 30-page catalog and place a Kramer on your sample room floor to secure orders for the Autumn plowing season. It will secure you the entire plow attachment trade in your community. Right now is the time to do it.



The Kramer Co., Paxton, Ill., and Winnipeg, Canada
—SOLE CANADIAN JOBBERS—

JOHN DEERE PLOW CO., LIMITED

Winnipeg
Regina Saskatoon Calgary Edmonton

Brockville Vehicles

"Canada's Standard"—The Wrought Iron Line

The Brockville Wrought Iron Line embodies more special features and strong points than any other line of Vehicles offered to the Canadian Dealer.

Some Features

The Brockville Steel Channel Peitch Construction.

The Brockville Wrought Three Prong 12 Inch Circle.

The Brockville One Piece Wrought Steel Continuous Body Loops.

The Brockville Diamond Reach Brace.

The Brockville Oil Tempered, Graduated Cast Steel Easy Riding Springs.

More Features

The Brockville Heavy Panel Plugless Body.

The Brockville Steel Clamp Body Corner.

The Brockville Full Padded Dashes, with Dash Braces and Rails welded to Dash Frames.

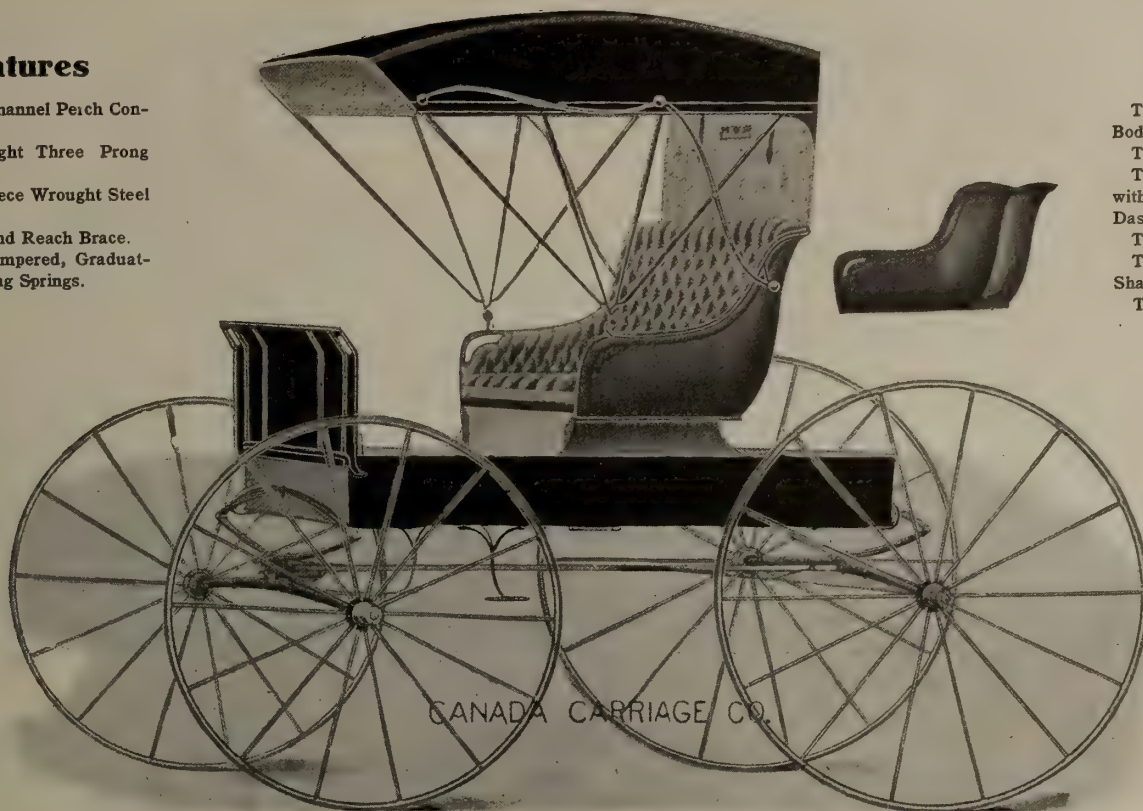
The Brockville Silk Rubber Top Lining.

The Thompson "Patent" Truss Brace Shaft.

The Thompson "Patent" Safety Pole.

No. 552

"Brockville
Auto Seat"



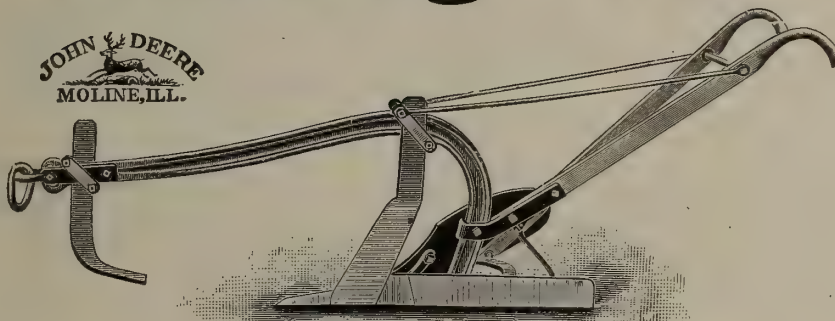
No. 552

"Brockville
Auto Seat"

Road Making Machinery

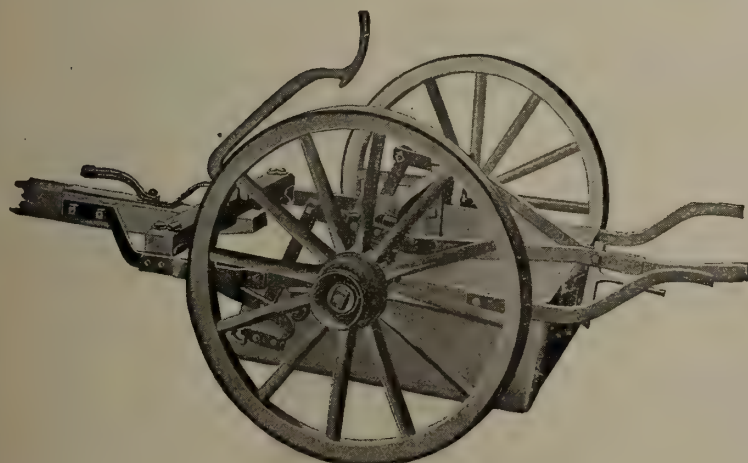
We carry in stock a full line of
Road Machines,
Elevating Graders,
Municipal and Railroad
Scrapers, Plows and
Wagons.

JOHN DEERE
MOLINE, ILL.

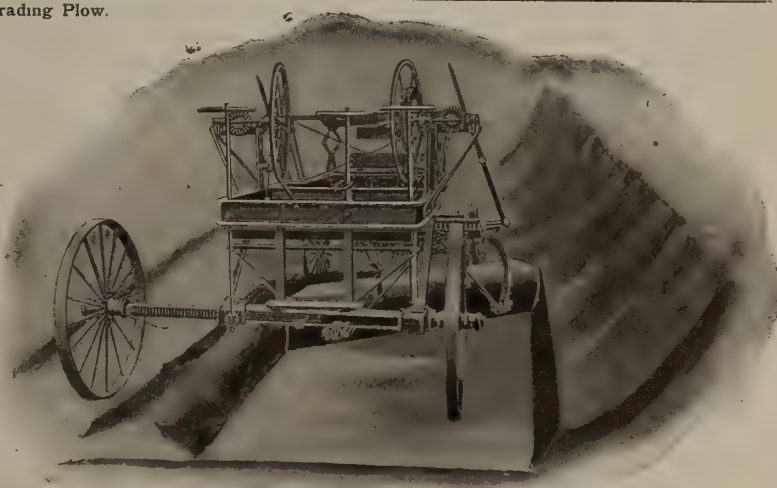


Deere Monitor Grading Plow.

SPECIAL PRICE
LIST
AND LITERATURE
ON
APPLICATION



Western Wheel Scraper.



The American Western Reversible Road Machine.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON

John Deere Engine Gangs



4, 6, 8, 10, 12 and 14 Bottoms

Big Plows for a Big Country

Why turn a single furrow when you can turn from 4 to 14 furrows at the same time

More John Deere Engine Gangs sold in Western Canada this past spring
than ALL OTHER COMPETITIVE MAKES PUT TOGETHER.
THERE ARE REASONS FOR THIS.

Canada is a country of big farms, big possibilities and big profits—if you are a big dealer.

A general couldn't fight much of a battle with one soldier, and a farmer can't raise much wheat with a one-furrow plow.

Get the Right Gang

Bottoms in pairs give great strength and make the plows run steady. The beams can be braced and each plow steadies the other. You notice these features on a two-bottom horse gang—you can't beat that construction.

Don't Clog

Curved frames give great clearance, and the JOHN DEERE Engine Gang will go through straw, trash, weeds and scrub where other gangs clog and cause trouble.

Screw Clevis

In addition to the regular clevis adjustment, each beam is fitted with a screw clevis when attached to the frame. A man can stand on the platform and adjust any one plow with a wrench while the engine and gang are working. This saves time and is a most important feature.

Works with Coulters

Rolling Coulters can be used on the JOHN DEERE Engine Gang just the same as on a sulky plow.

Level Platform

The platform is roomy, free from obstructions and so arranged that the levers are all in reach.

Standard Sizes

4 or 6 Plows on One Frame 6 or 8 Plows on One Frame 10 or 12 Plows on One Frame

Extension can be furnished for the 12 bottom frame allowing two more plows to be used; making 14.

ILLUSTRATED BOOKLET FREE

Write us to-day for Booklet showing JOHN DEERE Gangs being used with all kinds of steam, oil and gasoline tractors. Don't fail to get this book and learn all about engine plowing. A post card will bring the book. Mention this paper when you write.

We Carry a stock of Engine Gangs at Winnipeg and at all of our Branch Houses. Orders promptly filled,

JOHN DEERE PLOW CO. LTD.

Winnipeg

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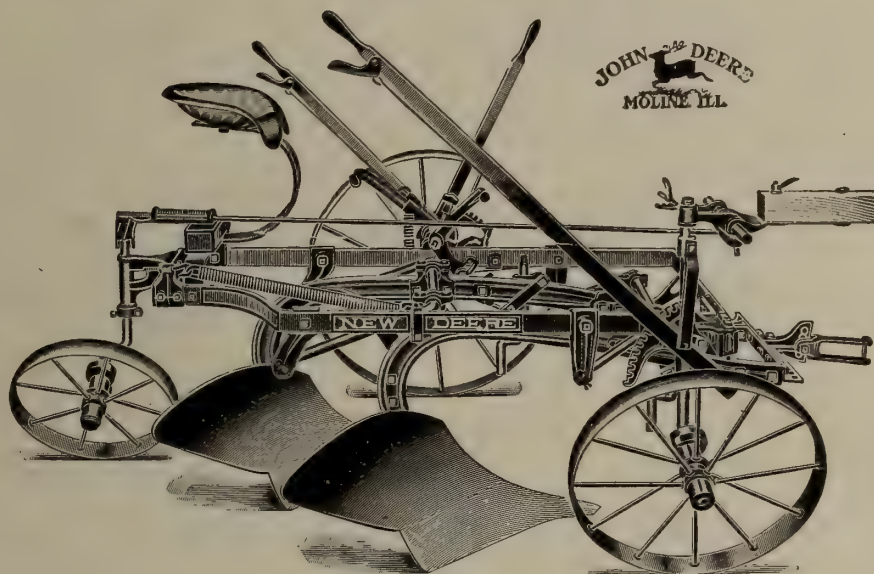
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LIGHT DRAFT NEW DEERE FOOT LIFT GANG

Beam Hitch
Close Adjusting Clevis
Combined Foot and Hand Lift
Cushion Spring on Land Axle
Dust Proof, Oil Tight, Long Distance Wheel Boxes
Easy Running
Easy Handling
Long Wearing



MOST PLOWS are built to fit a price.

In other words, the price is fixed, and the plow built so it can be sold profitably at that price.

John Deere Plows are built as they should be built—and the price follows—fixes itself.

Draft is not a matter of theory—but of load. It is not determined by opinions, but by tests, which show the pull in pounds.

John Deere plow bottoms are of special shape—they lift the ground like a thin wedge splits a log.

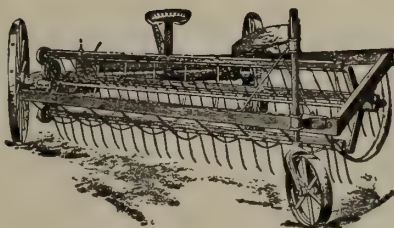
Quality and Light Draft—a John Deere Motto for seventy years.

Send for booklet fully describing the John Deere Gang, built especially for northern trade; the best thing in the gang plow line ever offered to the farmers of the north.

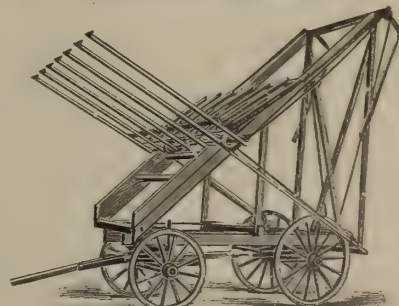
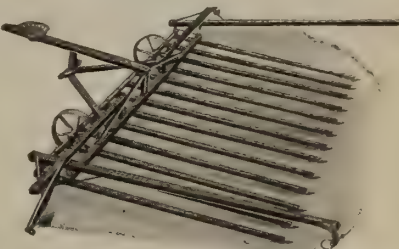
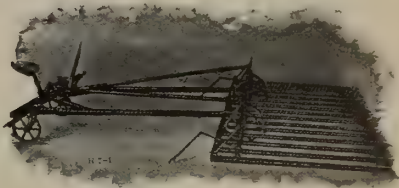


THE GREAT DAIN LINE

of HAY



TOOLS



Hay is one of the most valuable crops raised on the farm, one of the most necessary commodities grown, and is getting to be more valuable each year. To make the most of it, you must have the right kind of tools and good tools.

In the **GREAT DAIN LINE** we have a tool for every purpose. Each **Dain Tool** has special features that commend it for the use of the **Hay Grower** that wants to do the most and best work with the least labor.

Dain Tools are built "a little better than necessary" to stand the strain; which means lasting satisfaction, a pleased purchaser every time; it means tools that do the work without constant tinkering; it means money saved and more work done. Every **Dealer** ought to learn the advantages possessed by **Dain Hay Tools**; our descriptive literature is free, and we will gladly send it to you if you will inform us which tools you are interested in. Write to-day. A Contract for the **DAIN** line gives you control of the Hay Tool trade of your territory.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON

Value of the Manure Spreader.

Every dealer who has his own interests at heart will make a point of getting well informed as to seasonable lines at all times. A manure spreader agency is a good thing to have, and we offer a few facts in favor of the machine together with a brief outline of its development. The strong point about the manure spreader is its efficiency and the quality of its work. This argument is the best one to use, all things being considered, with the man who contemplates a purchase. There is money in selling these machines, and it will pay to get the agency right now and work it hard.

It is only in recent years that the manure spreader has come into general use, although it has existed as a practical machine for a considerable time. There are limits to the productive powers even of rich prairie loam, and it is the gradual realization of this fact that has led to the adoption of a machine which will distribute barnyard manure in a satisfactory and economical manner. Even to-day there are those who do not realize the need of restoring the elements of fertility to land which has been constantly cropped for a generation or more, but their number is growing less, thanks to the campaign of education which has been carried on in

the agricultural press and through other mediums.

The proper mixing of manure with an alkaline soil will in the course of time "burn" out the alkali and greatly enhance the value of the land.

The fertilizing power of manure being fully acknowledged, the question of how best to apply it to the land naturally arises. There was and still is a certain amount of discussion as to the relative value of hand methods and mechanical distribution, but it is conceded by all who have given the subject any serious thought that the mechanical spreader is as vastly superior in its action and results over the manual method as is the modern mower over the scythe. The great advantage in the use of the manure spreader is the economy attained. Experiments have shown that in most cases a quarter of the quantity of manure per acre has sufficed to make an even, perfect layer when using the spreader as against what could be applied by hand distribution. It is impossible to spread a light, uniform coating of manure by hand, either when throwing from a wagon or distributing heaps in the field. In either case there will be coarse, matted bunches of manure in some places; a thin, scanty covering of dry straw in others and many altogether bare patches. A field on which the manure, thus

laid on, is plowed under, is in little better condition than if none had been applied. The great object should be to thoroughly mix the manure with the soil, and this can only be accomplished by having the manure properly pulverized and evenly distributed. Here the machine shows its superiority. By its use lumps are disintegrated, coarse mats are thoroughly broken up and the whole reduced to particles which will readily mix with the soil. In addition the teeth of the beater ensure an even, uniform coating which can be varied at the will of the operator. As to the saving in labor, at a conservative estimate the manure spreader can do the work of four or five men.

The first appearance of a machine for automatically spreading fertilizer occurred in 1830, when the brothers Krause, of Philadelphia, patented a device for the purpose, which, with important modifications forecasted the spreader of to-day. This early machine was nothing but a cart with a bottom sloping to the rear, where an opening, provided with a roller underneath allowed the fertilizer to drop on to the land.

J. K. Holland, of North Carolina, is credited with the first apron machine in 1850. The endless apron passed over a bed of rollers on the bottom of the cart and was geared at the front end. On starting up, the fertilizer was drawn from the bottom of the load and dropped little by little over the front end.

In 1865 J. H. Stevens, of New York, produced the first spreader of the wagon type. This had an apron driven rearward by suitable gearing to discharge the load. The later machines were provided with vibrating forks at the rear end which fed the manure to fingers extending to each side, and thus secured a better distribution of the fertilizer.

Most of the ideas embodied in the modern spreader appeared in the patent of J. S. Kemp, granted in 1877. In this machine the rotating drum, provided with teeth, appeared, and since that time countless improvements in the construction have been made. The principle, however, has remained much the same, and the chief parts of the modern manure spreader are a box with a flexible apron, gearing to move the apron to the rear at a variable speed, and a toothed drum or beater to pulverize and spread the manure evenly behind.

The manure spreader may also be put to other uses when occasion demands. With the beater removed it can be used as a dump wagon for hauling and dumping gravel, earth, stone, etc. It is especially useful for handling potatoes or root crops where they are to be dumped into a chute leading to the root cellar.

Empire Push.

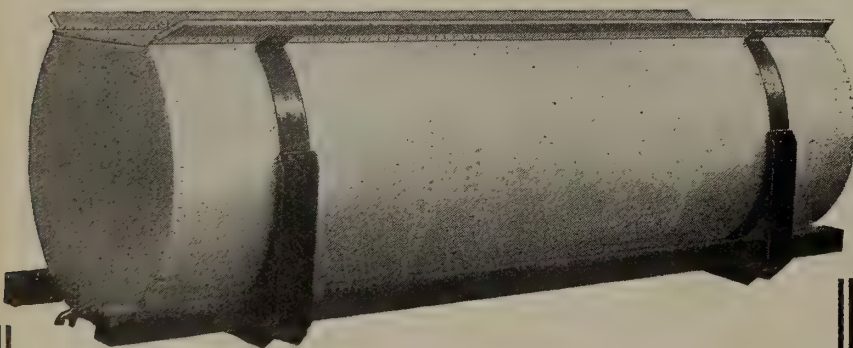
Empire Push is the title of a magazine published in the interests of the Empire family and for the purpose of pushing the sale of Empire Cream Separators. There is evidently a facetious vein in the make up of the editor, which comes to the surface in the introductory lines. He says the magazine is "issued once in a while and sometimes oftener," and that the Chicago Post Office put the publication in the first class, thereby showing that they recognize what really constitutes a first class publication.

The contributions are all from salesman, office and branch managers of the Empire Co. and have the merit of placing first-hand experiences along different phases of business before the reader. The articles are exceptionally well written, and we hope in a future issue, when space will permit, to quote at length from this source. The magazine is excellently printed and bound and the general appearance very attractive.

Prize List of the Industrial Exhibition.

The Winnipeg Industrial Exhibition of 1910 promises to eclipse any of its predecessors. The Prize List just issued is a most creditable production from a typographical standpoint and the contents show that no pains have been spared to fully inform the public at large as to every detail of Canada's great Summer Fair. Space forbids more than a mere outline of the Prize List, but we must mention that the cover is artistically embossed and portrays the champion Clydesdale stallion of Western Canada—"Revelanta's Heir." In addition to the classes for live stock we note specially the Agricultural Motor and Plowing Competition, the Racing Events and the Outdoor Entertainment Features.

There will also be classes for Dairy products and machinery; Grains and Grasses; Flowers, Plants and Fruit; Honey and Apiary Supplies; Natural History subjects; Fine Arts; Ladies' Work; Domestic products and Children's work. In all of these sections substantial prizes are offered as an incentive to the people of the West to make this year's Industrial Exhibition the greatest yet. The value of the prizes totals \$40,000 and the competitions, except where otherwise stated, are open to the world. Entries close June 30th, and the Exhibition will be open on Wednesday, July 13th, at 1 p.m. and remain open from 9 a.m. to 10 p.m., Sunday excepted, until Friday, July 22; in case of bad weather the Exhibition will be continued until the following day.



Wagon Tanks

for Oil or Gasoline

Wagon Tanks

for Water

Pumps and Hose

for Oil or Water

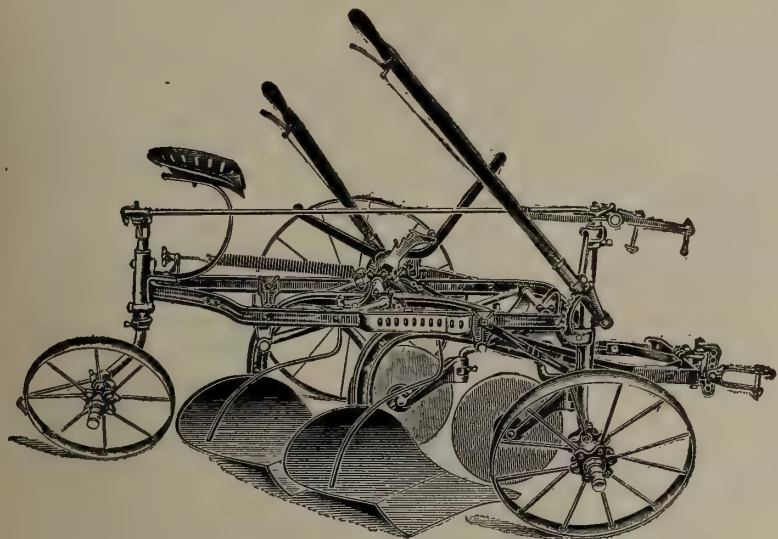
Write for our Prices on everything
pertaining to the tank line

Red River Metal Co.

51 and 53 Aikins Street

Winnipeg

NEW ECLIPSE PLOWS



These Plows are so well advertised in Farm Papers that every one of your customers know the "New Eclipse Line."

This helps you to sell. Not only that, but the Plows themselves "make good" all that our ads. say about them.

The exclusive features, such as Patent Self-Locking Device, High Carbon Steel Frames, Heavy Beams and Patent Wheels all help you in selling.

In addition to this, they are, down to the smallest detail, carefully and honestly built.

For these reasons there is no hesitation on our part in giving the most binding guarantee on them—copies of which you can have to hand to each customer.

Send for catalogue of

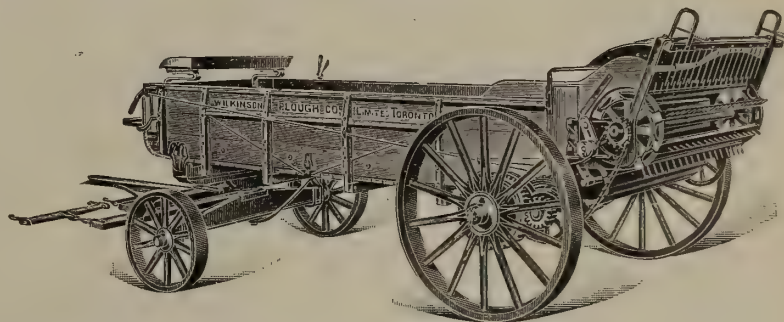
"The Perfection of all Riding Plows"

Made by FULLER & JOHNSON MFG. CO., Madison, Wis., U.S.

THE GREAT WESTERN Endless Apron Manure Spreader

The GREAT WESTERN has had an enormous sale in both Canada and the United States, because it has always "made good," and is the simplest and best machine on the market.

The wheels track—making light draft. The front wheels turn clean under the machine so that it can be turned in its own length.



THE ENDLESS APRON

This is the only satisfactory way to build a manure spreader. Every particle of material from start to finish is thoroughly and evenly spread. Always ready for work.

Two levers operate the whole machine. Can be set instantaneously to spread any quantity from 2 to 30 bushels per acre. Change made while running.

Horses are hitched close to load. Everything is done, in fact, to make this the lightest-draft spreader made. There's money in them for you.

Made by The WILKINSON PLOUGH CO., LTD., Toronto, Canada

Sole Agents for Western Canada

The Brandon Implement & Mfg. Co., Ltd.

Successors to Stewart-Nelson, Co., Ltd.

BRANDON, MAN.

Brandon.

Brandon has entered upon one of the busiest building seasons in its history. Already over 75 permits for buildings ranging from \$75,000 down have been issued at the city engineer's office. These new buildings have all been started and many of them have been completed. The amount represented in permits issued totals well over the quarter million mark and applications have been made for permits for other proposed structures representing an outlay of fully \$200,000. We are quite safe in saying that before the end of this year buildings to over a half million will have been erected.

H. A. South, who had charge of the lumber yard and Canadian Elevator at Margaret, has accepted a position with the J. I. Case T. M. Co., and will for the future make his headquarters at Brandon.

Brandon clearing house figures for week ending 21st May are \$464,814.

Contractor Bullock has again got his trenching machine going and the work of laying the gas mains is making great headway. It is estimated that 15 miles of trenching will be completed before the frost comes.

Mr. G. F. Williamson, manager of the Manitoba Windmill &

Pump Co., has recently purchased a high power Reo automobile, and has already been warned by the police for exceeding the speed limit. Mr. Williamson is evidently going some.

The contract for the new Brunswick hotel has been awarded to a local contractor, the cost when finished will be around \$40,000.

The sum of \$15,000 has been voted by the city council to the Parks Board to be expended in boulevards and tree planting which will greatly assist in making our beautiful city still more attractive.

The Good Roads convention, at which representatives from every municipality in Western Manitoba will be present, was held in Brandon, Wednesday, the 25th May.

Mr. Walter Chisholm, implement dealer of Bradwardine, is a visitor in the city. He reports crops looking fine.

Another of Brandon's Hotels has changed hands. E. Von Feber, formerly a hotelman at Indian Head, Regina, and other cities has purchased the Victoria Hotel. The price is said to be \$45,000.

During the last few weeks there has been a very marked activity in the sale of property, especially business sites, indicating that the business section will rapidly extend to the central side streets as

rents on Rosser Avenue have reached a point beyond the ability of many lines of business to pay.

Mr. A. B. Cody, late of Indian Head, Sask., is in the city visiting his parents. Mr. Cody has taken a position with the Babcock Wilcox Engineering Company, and will leave in a few days for Dawson City, where he is to be stationed.

Mr. A. E. Steele, implement dealer of Antler, Sask., is in the city accompanied by his wife. Mr. Steele reports crops in his district looking all right.

Brandon College has been granted affiliation with MacMaster University, Toronto, and degrees will be granted Brandon students by MacMaster at special convocation to be held at Brandon from time to time. Members of the senate were enthusiastic regarding the growing importance of this western institution.

Mr. John Maver, of the Halladay Auto Co. Ltd., was in the city from Winnipeg. He is on his way to Edmonton and is making the journey in his 30 h. p. Halladay car.

The Directors of the Interprovincial Fair, which will be held at Brandon, July 25 to 29, have decided not to hold a motor contest this year. It was found impossible to secure a tract of land sufficiently close to the Fair Grounds to make the contest easy of access for visitors. Next year the management are confident of being able to get a location for this important feature close to the Fair, and by that time it is practically certain that the street car service will be available.

One of the big attractions at the Inter-Provincial Fair this year in the horse section will be a showing of imported horses from Scotland. A prominent dealer of Stirling, Scotland, is shipping some of Scotland's finest registered Hackneys and Clydesdales direct to Brandon for the purpose of being exhibited at our great summer fair.

Mr. A. B. McLeod, of McLeod & Hanley, implement dealers, was a visitor to the Peg. While there he secured a McLaughlin auto for a customer here and drove it to Brandon in six hours.

Visitors from Rivers and other points to the north report surveyors busy staking out a line between Brandon and the Grand Trunk Pacific main line north-west of here. They surmise that it is being run by the Great Northern Railway.

The Pioneer Loan Company is a new company which has just received its charter at last session of the house. The authorized capital is \$5,000,000 and a very liberal charter has been secured. The head office will be in Brandon, and the provisional and directors are: H. B. Canella, A. C. Fraser, B. D. Wallace, G. L. Christie, W. G. Weatherstone,

H. L. Adolph, Hon. G. R. Coldwell and J. E. Smith.

A new block is to be erected on the corner of 10th St. and Louise Ave. by Mr. F. Nation. Plans and specifications are now being prepared, the estimated cost being about \$20,000. The ground floor will be used for business and the upper portion divided into suites. The assessment roll for 1910, which has been returned by city assessor Kirkcaldy, shows a great advance in the growth along all lines in our city.

A year ago the population was 11,746, at present it totals up to 13,000. A year ago the amount represented in personal property was \$86,075, this year it is \$120,475 an increase of \$34,000 in one year. The city business tax a year ago was \$266,275, this year \$283,736 an increase of \$17,461. Brandon's buildings a year ago were \$2,728,955, this year according to the assessor's figures the amount is \$2,887,555, an increase of \$168,600. This does not of course include the estimated amount to be expended in buildings for this year.

Plans are at present being prepared by the Canadian Northern Railway for the erection of a large structure to be used as a storehouse for the company's mechanical stores. At present the stores are kept in the round house but as it is intended to increase the number of locomotives running out of Brandon the space will be required for that purpose. The building when completed will cost \$20,000.

The Canadian Pacific Railway has commenced improvements here which will total \$25,000. The work includes an addition to freight shed of 100 feet with two stories, the upper to be used as offices. A shed track 900 feet long, a transfer platform 500 feet and extension of team track 700 feet.

In addition to these improvements they will build a mile of industrial track and a large gang of men are at present engaged in ballasting from the Brandon depot west of Kemnay.

Big extensions and improvements in the Electric Light Company's water power station on the Little Saskatchewan, eight miles west, are about completed and the plant has been set in operation and has proven a great success. The capacity has been doubled being now 1,000 horse power with room to increase to 2,000.

The demand for electric power this year is large and the extent of Brandon's industrial growth is shown by the fact that 200 electric motors are now in use and they are being added to every week.

We were pleased to have a visit from Mr. Foster, organizer for the Interprovincial Retail Implement Dealers' Association.

Mr. Hamilton, of Hamilton

THE INTER-PROVINCIAL FAIR BRANDON, MAN.

The Great Agricultural and Industrial Exhibition of
Western Canada,

JULY 25 to 29, 1910

THE FARMERS' HOLIDAY WEEK

\$30,000 IN PRIZES **\$30,000**

For Live Stock, Agricultural, Dairy, Domestic, and Industrial
Exhibits and Racing Purses

The Interprovincial is the Farmers' Fair of Western Canada; as such it affords an excellent opportunity to manufacturers.

INDUSTRIAL EXHIBITS SOLICITED

Application for space should be made early. The Farmers are your customers. You can meet more of them at the BRANDON FAIR than at any other function.

FOR PRIZE LISTS AND ALL OTHER INFORMATION APPLY TO
W. I. SMALE, Secretary.



LIVE DEALERS will sell
Cater's Wood and Iron Pumps, Star
Windmills and Gasoline Engines

because they are of the Highest Grade and
 Lowest in Price

Write for our Special Cash Price

Address

Brandon Pump and Windmill Works,
 H. CATER.....Proprietor
 Brandon, Man.

BRADSTREET'S

Established 1849

Capital and Surplus \$1,500,000,

Offices throughout the civilized world.

Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

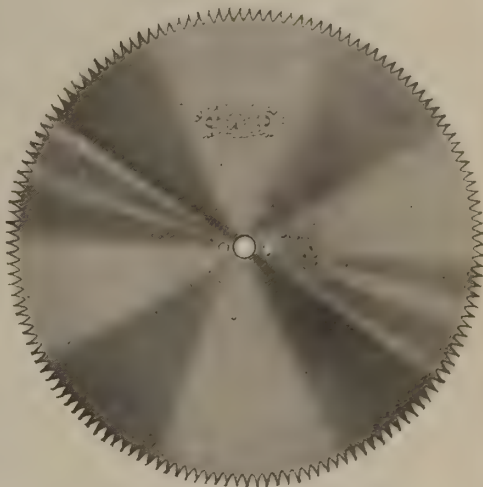
OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont.,
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C. G. SCHAFFTER, Supt., Commercial Travellers' Bldg., WINNIPEG, MAN,

BURTON'S SAWS

TEMPERED BY A NEW PROCESS

and positively the BEST. The heat is registered by an electric pyrometer while the saw is clamped in a revolving furnace under many tons hydraulic pressure. Absolute uniformity of temper in every part of the saw is thus attained. We positively guarantee that there are no hard or soft spots in our saws. They have greater toughness and retain a keen, cutting edge longer than any other make. Write for catalogue and prices.



The A. J. Burton Saw Co. Ltd., Vancouver, B.C.

Hero Grain Separators

Sold only through
 the Trade.



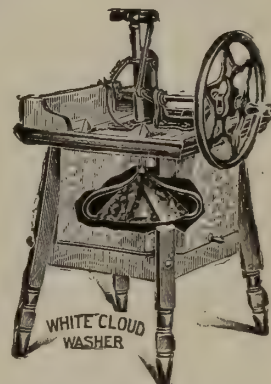
A Grain Separator without
 an Equal.

The Hero has proved itself by years of service. For reliability and efficiency no other separator can compare with it. Cleans oats from wheat thoroughly. Built of the very best materials obtainable under the supervision of an expert. Satisfaction guaranteed to every user. Repeat orders come as a natural sequence if you handle the Hero specialties. They bring more business, more profit, and build up a reputation for the dealer by their sterling qualities.

HERO MANUFACTURING CO. LTD.,
WINNIPEG

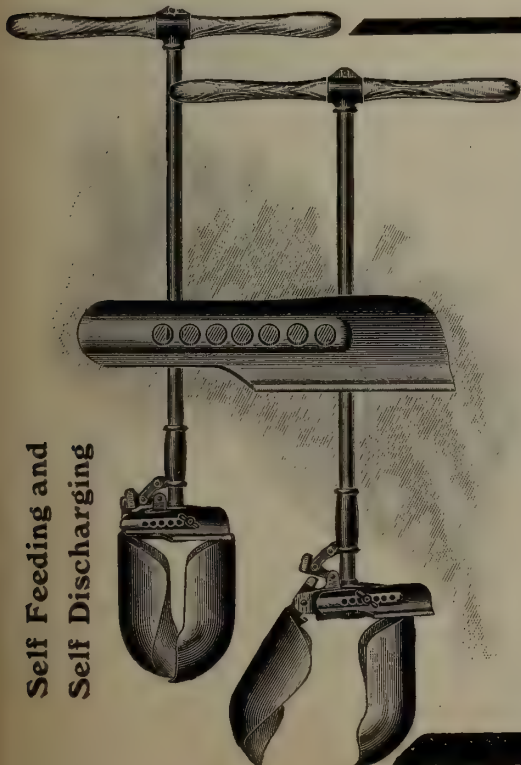
Hero White Cloud Washing Machines

The most perfect, simple and durable washer ever offered to the public. The best on the market by long odds. Constructed of highest quality materials by skilled workmen. Nothing to injure garments, simply forces suds through the fabric. A few minutes does the trick. No rubbing; quicker work with less effort than any other machine. Made of sheet metal—10 to 50 pounds lighter than the other kind. Can be operated either standing or sitting.



The Best Washing Machine
 made in America

Self Feeding and
 Self Discharging



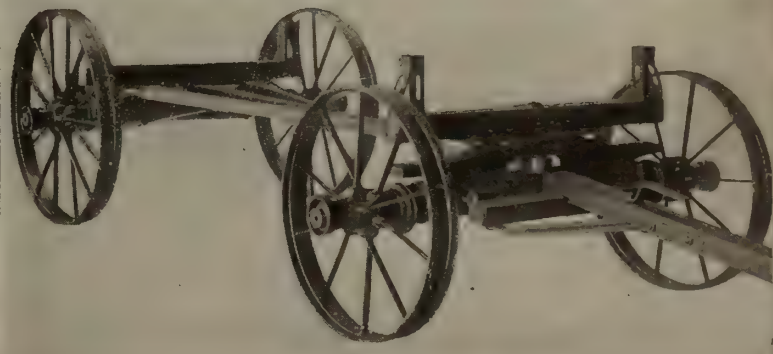
THE STANDARD

is the only Expansion
 Earth Auger on the
 market.

NINE different sized holes
 can be made with ONE
 Standard Earth Auger.
 You can make ONLY
 ONE sized hole with one
 auger of any other make.
 Efficiency considered,
 costs less than any auger
 made. It won't cost you
 a cent to prove it. Our
 guarantee is behind our
 goods. Write for Price
 List and Catalogue 10.

Made only by
**STANDARD EARTH
 AUGER CO.**

1128-1134 Newport Ave.
 CHICAGO, ILL. U.S.A.



LOOK At the Construction of this Truck

Heavy, well seasoned lumber. More like a regular Wagon Gear. Iron stake. Standard 3½ x 11 in. Wagon Arm. Strong Wheels with grooved tires and heavy oval Spokes. Write us for prices and terms.

B. Bell & Son Co., Ltd., Winnipeg

Bros., implement dealers, Crandell, was a visitor to the city.

The 6th annual pure bred cattle sale is to be held commencing June 1st, at which nearly all the well known breeders will have stock for sale. Many of the cattle having been prize winners at the provincial shows, a very successful sale is anticipated.

Mr. M. McIntosh, of Lockhart & McIntosh, implement dealers of Rapid City, was a visitor in the city. He reports crops looking well in his district.

The Wizard Furnace Co. Ltd., of Toronto, is exhibiting a new stove which they claim will revolutionize the heating system of the present century. They can fill it with the smokiest kind of soft coal, shavings or common coal screenings, which will generate an intense heat without any smoke. They claim that their system is the simple problem of perfect combustion solved.

The snow and rain of the last week was very welcome. The farmers generally reported that the crops were not suffering from

drought, but all the same the country will be greatly benefited by the soaking rain and heavy snow and the wheat will now be given a good start.

Mr. Robert Hall, one of our largest farmers, has just returned from a trip of inspection to his big farm at Griswold, and says that in 30 years a crop never looked as well on the last day of April as the present one did.

Waste Straw of Flax.

A statement was given out at C.P.R. headquarters recently that a discovery has been made in connection with the waste straw of flax. According to experiments, which have been continued for months, the straw fibre can be converted into rope, tapestries, or any textile fabrics. The information now in the hands of the President of the Canadian Pacific Railway company establishes the fact conclusively that there is no country in the world so well adapted as Canada for the production of flax. The temperature between 45 degrees and 62 degrees north latitude is ideal for the growing of that cereal, and, in addition to this, the soil is particularly well adapted for its growth wherever it has been tried.

What intensifies the interest in the discovery and enhances its value from a national point of view is the fact that flax will now be more remunerative than wheat, and can be grown after the natural chemicals in the soil have become too exhausted for the production of that cereal.

BEST SELLING SPECIALTY Offered the Trade LLOYD'S Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Implement Dealers should write the Wawanesa Wagon Seat Company in connection with handling Lloyd's Handy Wagon Seat as a side line. This is a paying proposition and an easy seller. Makes a wagon ride easier than a buggy.

For further information write the
Wawanesa Wagon Seat Co.
WAWANESA, MAN.

Calgary.

Mr. Wm. Clark, of Navan, Ont., a well known implement man of Eastern Ontario, was in Calgary a few days in May. Mr. Clark has a ranch and store near Alix and intends spending a few months there this summer.

Mr. W. L. Palmer, of the Tudhope Anderson staff at Regina, was in Calgary a day or two on his way to Wetaskiwin, where he was called on private business.

Mr. W. G. Hunt, manager Hassey-Harris Company's branch at Calgary, spent a considerable time during May visiting points in Northern Alberta, north as far as Edmonton and East as far as Hardisty.

Mr. J. A. Brookbank, general agent of the International Harvester Co. here, made a call on a number of his Southern Alberta Agencies recently, being East as far as Medicine Hat, South to Lethbridge and Saskatoon.

Mr. J. A. Latimer, Alberta manager of the Cockshutt Plow Company, was also a business visitor over his territory during the past month, being North to Edmonton and South to Lethbridge. He left the latter part of May on his general visit to British Columbia, and will be away about three weeks. He goes as far as Victoria and Vancouver and on his return will spend some time down the Okanagan Valley.

Mr. J. A. McKinnon, cashier at Calgary for the Massey-Harris Co., has resigned to go into the real estate business here.

Mr. W. J. Botterill, formerly of Red Deer, and probably one of the best known implement dealers in Alberta, is another of the implement fraternity who has retired from the strenuous life and is now engaged in the real estate business in Calgary.

Mr. J. C. Hyndman, general agent at Brandon for International Harvester Co., was in Alberta

FRAZER AXLE GREASE.



Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.,
Factories: St. Louis, New York.
NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

on private business and spent a day in Calgary recently.

Mr. J. M. Coburn, of Chicago, manager collection dept. and J. F. Jones, Canadian divisional manager, were other International Harvester Co.'s officials who have been in the city recently.

Dave Smith, the well known Massey-Harris blockman, has severed his connection with that company and has accepted a position with the Dominion Carriage Co., having charge of their entire Alberta service. Mr. J. A. Beaty, blockman on the G.T.P. is taking his place on the south block for the Massey-Harris Co.

The Alberta Imp. Association at their regular meeting in May, which was well attended, accepted the invitation of the President, O. S. Chapin, to hold their next meeting at his fine new residence and thereafter the regular meeting of the Association will be held on the first Saturday of each month at noon, when luncheon will be served at Cronn's Cafe and the business concluded at the same place. In this way very little time will be lost from business and it will not interfere with private arrangements the members might wish to make for the evenings.

Mr. S. H. Chapman, president of the Ontario Wind Engine & Pump Co., was a business visitor to Calgary lately. It is the intention of that Company to put up a fine new warehouse on the property they purchased recently on 11th Ave. E., near Tudhope Anderson's warehouse. Mr. Chapman is greatly pleased with the great increase in their Alberta business under the supervision of M. Winslow, the Alberta manager.

Mr. J. J. McLelland, formerly of the New Zealand staff of the Massey-Harris Co., has joined the Alberta travelling staff of the same company, Mr. A. M. McAllister having resigned to go into the Real Estate business here.

Mr. R. B. Smith, manager of Gray Campbell Co., made a business trip to Edmonton recently.

We have just received the an-

WATER COOLED GASOLINE ENGINES

1½ H.P.	} FOR SALE CHEAP
2½ "	
3 "	
8 "	
10 "	

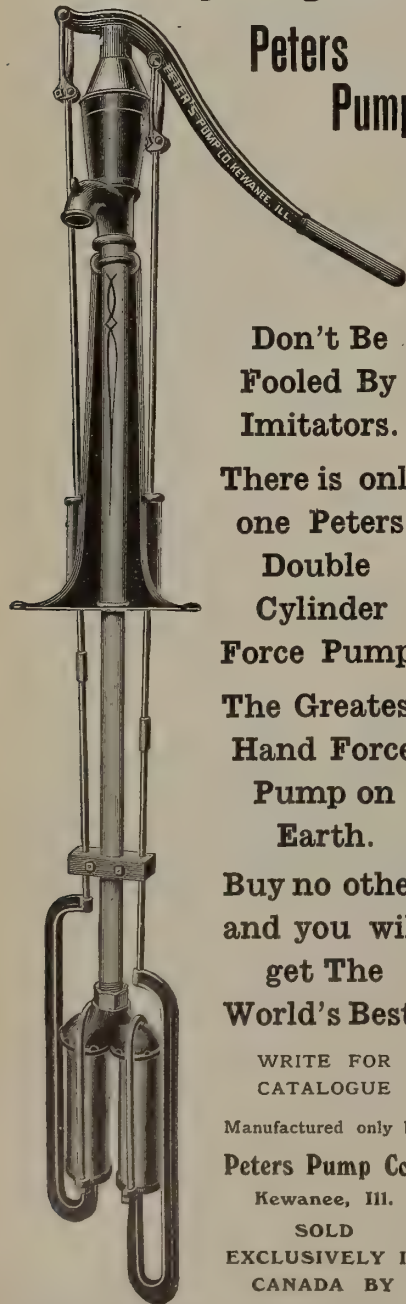
THE GASOLINE ENGINE SUPPLY CO.,

36 Main St.

Winnipeg.

The Only Original

Peters Pump



Don't Be
Fooled By
Imitators.

There is only
one Peters
Double
Cylinder
Force Pump.
The Greatest
Hand Force
Pump on
Earth.

Buy no other
and you will
get The
World's Best.

WRITE FOR
CATALOGUE

Manufactured only by

Peters Pump Co.,
Kewanee, Ill.

SOLD
EXCLUSIVELY IN
CANADA BY

Tudhope, Anderson & Co. Ltd.
Winnipeg, Regina, Calgary, Saskatoon

nouncement of the marriage of Miss Ferda Puffer and Mr. J. E. Tysoe, of the firm of Beals & Hoar, Edmonton, the ceremony having taken place on May 18th. The young couple are spending their honeymoon at the coast. Mr. Tysoe is well known in implement circles and the best wishes of the trade are being extended to Mr. and Mrs. Tysoe. Mrs. Tysoe is a daughter of Mr. W. F. Puffer, M.P.P. from Lacombe.

Mr. J. McLean, manager of collections department for Massey-Harris Co., made an extended trip over Northern and Eastern Alberta, travelling as far as Egg Lake.

The automobile business has been phenomenal in Calgary this season. At present there are over 300 autos in the city and none of the firms have been able to fill all their orders. It is estimated that by the end of the season there will be 500 cars in Calgary.

Calgary was one of the points included in the itinerary of the Winnipeg Industrial and Business Men's excursion. Their train arrived here on May 20th and the seventy odd members were entertained by the Calgary business men on May 21st. Mr. Hutchinson, general manager of John Deere Plow Co., was one of the implement men who were on the trip. They report an exceedingly pleasant trip and consider the project very satisfactory, the idea being to spend a week to ten days visiting all the important centers of Western Canada, stopping long enough at each place to get acquainted with the business men. After leaving Calgary they were going to Banff to spend

Sunday, then to return to go north to Camrose, Edmonton and other points, returning to Winnipeg via C.N.R. after being away 8 days.

Mr. H. Cockshutt, president and Mr. E. A. Mott, Western general manager for Cockshutt Plow Co., spent some time on a visit to the Alberta Branch at Calgary. They expressed great pleasure with the great development of the city and country generally and naturally also with the splendid business they have secured this season. Their business has grown to such an extent that their present warehouse is proving entirely inadequate, so that it is more than likely that it will be necessary to secure more room and put up a much larger building before another season.

Crop and weather conditions in Alberta are very satisfactory. This has been almost an ideal season, commencing with an early

spring and fine weather and continuing so up to the present time. At one time it almost seemed as if the fine warm weather was lasting too long but before conditions became serious a splendid snow and rain commenced which has caused a great growth, with the result that crops are now looking fine and prospects extremely favorable.

The Selling Power of the Mails.

By M.R.D. Owings, in Harvester World.

Last spring, a little prior to the date when all good business men fold up their office desks and, like the Arab, silently steal away, a man well known to the writer bethought himself of buying a tent.

In past seasons he had spent most of his vacations rounding

up the tag ends of his business, but this time he determined to break away, gather his family together and make for the wild-wood. So unaccustomed was he to the outdoor recreations that he had no idea where to buy this tent, how much it would cost him, or what else to take with him. Like all pioneer purchasers, he sought the advertising pages of the different magazines and wrote to different companies whose advertisements he saw, asking for catalogues.

Included in this list was a well known mail order house.

In course of time they all answered him; the mail order house promptly, the others as the stenographer got around to it. Some of the writers said they were glad to get his inquiry and in the near future he would receive a catalogue. Others sent him a catalogue containing a printed enclosure in lieu of a

Your Interests Are Ours

Read what one of many satisfied customers has to say about our 1910 Special Plow Engines

Gleichen, April 28, 1910

American-Abell E. & T. Co., Ltd.,
Calgary, Alberta

Gentlemen,

Enclosed find our marked cheque for \$3,625.00 being payment in full for the 32 H.P. Cross Compound engine we purchased from your Mr Cooper last March. In addition to this we have paid the freight from Toronto to Strathmore.

You have asked us to let you know of any defects we might find on this engine, but we wish to say that there is none, except that the steering device worked a little stiff at first but has since loosened up, and is now alright.

We have given this engine as hard a test as an engine ever received as the land we are breaking is very tough prairie and hilly but we have hauled ten 14 in. ploughs, 4 in. deep up a hill that would raise 25 ft. to the 100, without any apparent effort on the part of the engine.

The bull gear is alright as it takes that quiver out of the counter shaft which is always there on engines where the cogs of the bull gear goes right across.

The power feed pump solves a long felt want with Plowing Engines, and we have decided to take off the duplex steam pump as we have never used it.

In our 15 years' experience with engines we have never seen as easy a steamer as this one, we also find her very light on fuel and water, and we have went two miles plowing with the ten plows and we only used the coal that was in the chute. The engine is in every way satisfactory to us, and we consider we have an engine that will do the work she is built for.

Wishing your company the success they deserve for turning out the first successful Plowing Engine we consider that has been built.

Yours truly,

KLAUS & GOLDSMITH.

American-Abell Engine & Thresher Co., Ltd., Winnipeg
Distributing Houses—Regina, Calgary, Edmonton

**GRAND
TRUNK
RAILWAY
SYSTEM**

**The Only
Double
Track
Line.**

Between
CHICAGO AND EASTERN CANADA
And the
DOUBLE TRACK ROUTE
To NEW YORK
Via Niagara Falls

Through Coaches and Pullman
Sleeping Cars.

Steamship Tickets, Cook's Tours,
Quebec S.S. Co.

Special Tours to the Mediterranean
Bermudas and the West Indies
For rates, reservations, time tables and
full information, apply to

A. E. DUFF

Genl. Agent Passenger Dept.
Phone Main 7098

260 Portage Ave., Winnipeg, Man.

letter, without expressing any gladness. Still others, "In reply of his of the—ult., would say that he would get a tent at their regular accredited dealer in the town. With these replies and catalogues they judged that their whole duty toward man had been fulfilled, for in most cases the correspondence ceased.

Whether he bought a tent or not, or whether he bought it from them or not, was of minor consequence. Further interest in the matter would, perhaps, have taken them away from their business.

But from that mail order house he received a letter and a catalogue (arriving on the same day). This letter was a masterpiece—a form letter, he knew, but if he had not known he could not have detected it. His name was filled in on the typewriter.

It was a business letter, straight to the point, as if they knew him and had a personal interest in his camping party.

He read the letter through, liked it, and threw it into the waste basket, determining to go to some good athletic goods house and buy his outfit there.

He put the task off, however, and shortly another letter came.

It was like the first one, only a little more personal, a little more conversational, and a little more interested in his coming trip. He read that, liked it, and sent it to the basket.

Still delaying his purchase, another letter came containing samples of tenting, prices, weights and other data of interest to an inexperienced buyer. He took the letter and samples home for his family to look over—he was beginning to get interested.

A couple more letters followed and finally an artistically illustrated booklet containing not only suggestions relative to tents, but much information on camping in general. It showed the necessary things a camper should take with him, the best places to go, how to keep healthy, how to cure mosquito bites, pointers on fishing, game law, etc. It was a convincing, friendly, instructive book and it took the family by storm. The result was that the tent, the outfit, and the advice of that house were all purchased in a lump.

This mail order house made this sale to a man whose temperament and whose life-long training were radically opposed to the

mail order house methods of doing business.

The story is told, not to encourage such houses, but as an illustration of the selling power, even against prejudice, of a series of intelligent, persistent follow-up letters.

Our company sells only through its dealers. Every sale, even if sold direct, is cleared through a dealer, but the company have established a system of personal letters direct to farmers which, working through its dealers, is accomplishing every day results similar to the one just recorded.

For instance, farmers come in, insisting on doing business with the man who signed the letter received by them. Others have gone to dealers insisting on getting the exact size and design described in a letter where other sizes of the same machine were made. Others have changed dealers of a lifetime through the selling power of an I. H. C. letter. Still others who have held out for years against modern innovations have been turned by a convincing and instructive letter.

Even in the short time we have used it, the direct letter has

proved its real value as a powerful, efficient selling agency.

So valuable is it, that to start and keep it moving it only remains for each agency to give it as conscientious attention as they give the other branches of their business.

Parsons-Hawkeye Literature.

We have received from the Parsons-Hawkeye Mfg. Co. their eighteenth annual catalog covering their famous Ruth, Hawkeye, and White Wings Feeders. This company also handle almost every article used by the thrasher, in addition to Hay Presses, Manure Spreaders, Washing Machines, etc. A special catalog deals with the Maytag automobile, a well-known car formerly called the Mason. The half tone illustrations of the different Maytag models are superb, and the general get-up of the catalog is very attractive. A fine calendered stock being used with a tinted margin around each page greatly enhances the appearance of the catalog.

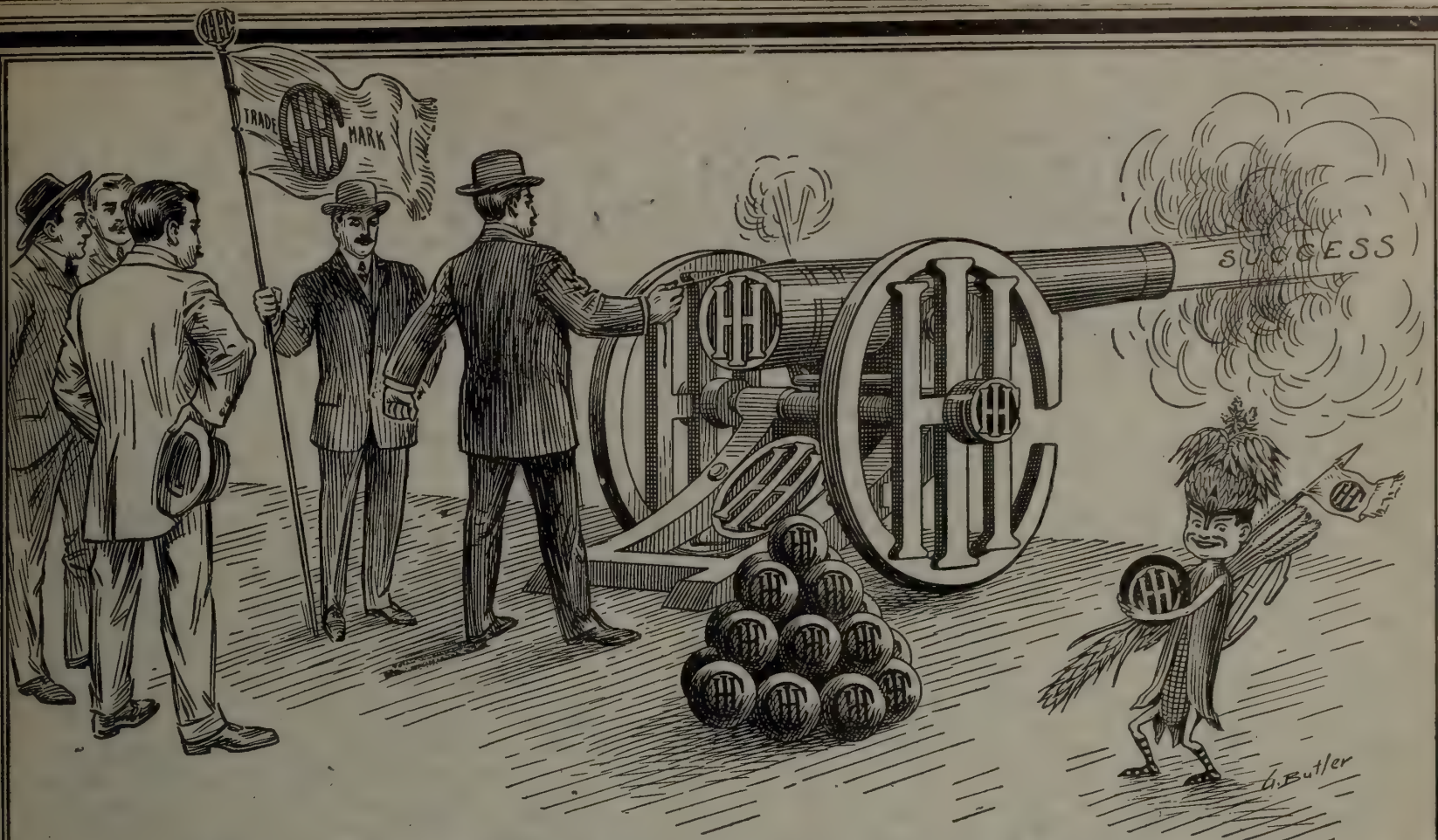
It is bad luck to be run over by a yellow touring-car driven by a cross-eyed chauffeur on a Friday.

IT ISN'T SO MUCH THE AWARD

as it is the Splendid Showing of Equipment for the Twentieth Century Battle of Agriculture — The Magnificent General Record of Result — The Enthusiastic Interest shown; that makes the Farm Motor Contest of the Winnipeg Industrial Exhibition the First and Fiercest Battlefield of the Manufacturers, the Favorite Purchasing Mart of the Agriculturalist.

THE GREAT FAIR OF THE GREAT WEST

JULY 13-23, 1910 — TEN GREAT DAYS



The real Artillery for the Dealer

The man behind the gun in the farm machine world today is the I H C dealer. When he pulls the lanyard, the breastworks of "good enough" and "just as good" raised against the advance of I H C farm machines and implements crumble to ruin. Nothing is able to withstand the solid impact of the I H C shells—serviceability, durability, utility, economy, construction, popularity, consistency, strength, power, adaptability, completeness, superiority and modernity. When these shells strike home, dealers and farmers sit up and take notice.

History records instances where the roar of artillery was heard fifty miles away from the battle field. The aggressive rumble of the I H C artillery of advertising is heard around the world—under every flag.

Napoleon—the greatest strategist that ever lived—met with ultimate defeat. The I H C dealer will never meet his Waterloo. His supports are too strong—he knows his field—his machines are the best and he knows it—and "knowledge is power." His supporting columns number hundreds of thousands of satisfied owners of I H C machines and implements.

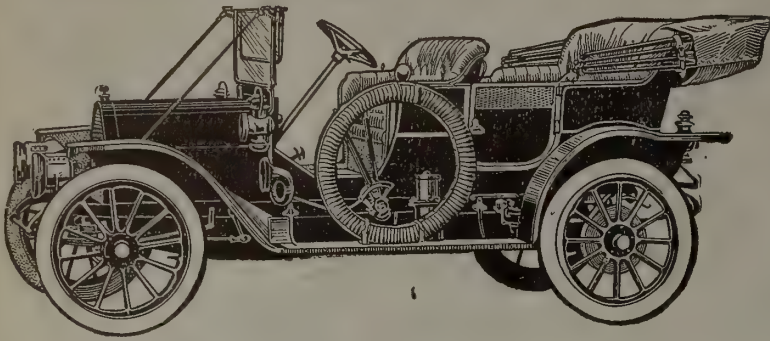
Why not join the ranks of the I H C dealers? Profit, popularity and success are the premiums that go with every I H C contract. The great demand for I H C farm machines is steadily growing, and our extensive advertising sells them for you. Are you dissatisfied with your present line? If so, see the I H C blockman or write the International Harvester Company of America at nearest branch house.

The I H C line includes harvesting and haying machines and tools, tillage implements, gasoline engines (vertical, horizontal, stationary, portable and traction), feed grinders, cream separators, manure spreaders, wagons, threshers, binder twine, auto buggies, etc.

CANADIAN BRANCHES: International Harvester Company of America at Brandon, Calgary, Edmonton, Hamilton, London, Montreal, Ottawa, Regina, Saskatoon, St. John, Winnipeg, Yorkton.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
CHICAGO. U. S. A.

The Mighty Reo



4-cyl., \$1600.00. F.O.B. WINNIPEG

To our numerous customers we apologise for deliveries made late, and in some cases not at all, but the factory is catching up and we are now able to deliver this most excellent car with dispatch.

You should take advantage of our invitation for a demonstration spin in the strongest pulling car on the road.

Oldsmobile, Peerless and English Daimler. Columbus Electric, Frayer-Miller Blower Cooled Truck.

JOSEPH MAW & CO., LTD.
WINNIPEG

\$656,000.

Subscribed Capital

\$656,000.

Cash Deposits with Three Provincial Governments

HAIL INSURANCE

IT IS EVERY MAN'S privilege to carry his own risk and save the insurance premium, but why pay a premium and still carry the risk?

WE OFFER insurance that has been on trial for TEN YEARS in Manitoba and Saskatchewan and it shows an unbroken record of loss claims PAID IN FULL, to which thousands of satisfied insurers will bear witness.

WHY EXPERIMENT with something that is on record as having failed whenever put to the test of a bad hail season, or with the NEW and UNTRIED METHODS of Companies having little or no knowledge of Hail Insurance.

OURS is not cheap insurance, but an article that CAN BE DEPENDED UPON and the price is reasonable.

THE CENTRAL CANADA INSURANCE CO., Brandon, Man.

THE SASKATCHEWAN INSURANCE CO., Regina, Sask.

THE ALBERTA-CANADIAN INSURANCE CO., Edmonton, Alta.

INSURANCE AGENCIES, LIMITED,

General Agents: Winnipeg, Brandon, Regina.

LOCAL AGENTS in all districts will be pleased to quote rates and furnish other information.

DEALERS I WILL PUT DOLLARS IN YOUR POCKET

IT MAKES ME SMILE.

Why do I smile? Because our 1½ h.p. Waterloo Boy Engine is making good. It has long passed the experimental stage and we are inundated with orders.

Because our 1909 business showed an increase of 300 per cent over our 1908 business.

Because we have increased our plant to a capacity of 100 finished gasoline engines every working day, or 30,000 a year. Every time the clock ticks off six minutes of the working day, we can finish one more Waterloo Boy Gasoline Engine. Think of it! Ten perfect and complete gasoline engines every hour.

WATERLOO BOY GASOLINE ENGINES ARE SOLD ONLY THROUGH IMPLEMENT DEALERS

We can furnish you high-grade engines at a price that will give you a bigger gasoline engine business than you believe possible. If you will get into the game strong, make the price right to the Trade, we will make you a winner over every competitor. Distributing Jobbers in the

Principal Cities of the United States and Foreign Countries.

If you are interested in our game, write us. We will be pleased to hear from you.



WATERLOO GASOLINE ENGINE CO.
Geo. B. Miller, Pres.
Box 231 Waterloo, Iowa
New York Office,
16 E. 42nd St.
Philadelphia Office,
126 S. 34th St.

"BUGGIES"

Our Winnipeg Stock

Is complete and well assorted in all our various styles, as is also our stock of

HARNESSES

both light and heavy, horse collars, harness parts, rugs, dusters, whips, summer sheets, carriage and wagon umbrellas, etc.

We will appreciate your orders and you will appreciate the prompt attention which we give them as well as the quality of our goods.

Heney Carriage and Harness Co.,

LIMITED

MONTREAL., P.Q.

WINNIPEG, CAN.

CANADIAN FARM IMPLEMENTS

VOL. VI., No. 7

WINNIPEG, MAN., JULY 1910.

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1 00
Per Copy, 10 cents

UNION BANK OF CANADA.

PAID UP CAPITAL-\$3,244,000 REST AND UNDIVIDED PROFITS-\$2,360,000 TOTAL ASSETS (OVER)-\$44,000,000

Hon. John Sharples, President. G. H. Balfour, General Manager.

H. B. Shaw, Asst. Gen. Manager.

WESTERN HEAD OFFICE STAFF:

F. W. S. Crispo, Superintendent.

P. H. Vibert, J. S. Hiam, Assist. Inspectors.

P. Vibert, Inspector of branches in Alberta.

BRANCHES IN WESTERN CANADA:

MANITOBA—Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Carrol, Clearwater, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Newdale, Nisga, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg (North End Br.), Winnipeg (Sargent Avenue Br.), Winnipeg (Logan Avenue Br.) and Winnipeg (Selkirk and Salter Sts.).

SASKATCHEWAN—Adams, Arcola, Asquith, Buchanan, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Gull Lake, Humboldt, Indian Head, Jansen, Kindersly, Kipling, Landis, Lang, Lanigan, Lemberg, Lumsden, Macklin, Maple Creek, Maryfield, Milestone, Moose Jaw, Moosomin, Netherhill, Neudorf, Outlook, Oxbow, Pense, Perdue, Qu'Appelle, Regina, Rocanville, Rosetown, Saskatoon, Saskatoon (West End Br.), Scott, Sinitaluta, Southey, Strassburg Station, Swift Current, Tessier, Theodore, Togo, Wapella, Warram, Weyburn, Windhurst, Wolseley, Yorkton, Zealandia.

ALBERTA—Airdrie, Aik, Barons (Blaney), Bassano, Blairmore, Bowden, Brooks, Calgary, Carleton Place, Carstairs, Carleton Place, Claresholm, Cochrane, Cowley, Didsbury, Edmonton, Ft. Saskatchewan, Frank, Grassy Lake, High River, Innisfail, Irma, Irvine, Lacombe, Langdon, Lethbridge, Lethbridge (North Ward), MacLeod, Medicine Hat, Okotoks, Pincher Creek, Stirling, Strathmore, Three Hills, Wainwright.

BRITISH COLUMBIA—Prince Rupert, Vancouver, Vancouver (Mount Pleasant), Victoria. ONTARIO—Ft. William.

Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.



Union Bank Building, Winnipeg.

The Great West Saddlery Co., Limited,

The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which have a world-wide reputation for being the highest standard goods on the market. For further particulars send for beautifully illustrated catalog and price list, free. Offices at Winnipeg, Man.; Calgary, Alta.; and Edmonton, Alta.

THE GREAT WEST SADDLERY CO., LIMITED.

SUN FIRE

The Oldest Insurance Office in the world

FOUNDED A.D. 1710

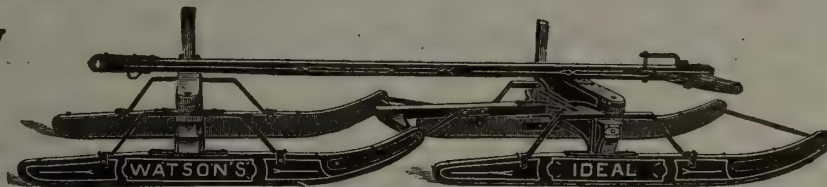
BI-CENTENARY 1910

HOME OFFICE: LONDON, ENGLAND

Canadian Branch, Sun Building, Toronto, H. M. Blackburn, Manager.

AGENTS WANTED IN UNREPRESENTED DISTRICTS

8 Reasons why WATSON'S



You should sell SLEIGHS

- 1. STRONG:**—More and heavier steel is used, for rods, braces, raves, etc., than on other makes.
- 2. DURABLE:**—Only the best seasoned and straight-grained wood is used for runners, benches, poles, &c.
- 3. CAST SHOES:**—Of a special patented design of our own, greatly superior to any other.
- 4. WELL FINISHED:**—Painting, striping, varnishing, done thoroughly and attractively.
- 5. LIGHT RUNNING:**—Runners, are shaped so that the point of contact is directly under bench. They will ride on top of road. No skidding.
- 6. MADE IN ALL SIZES** with steel or cast shoeing.



Equipped with patent trussed bench—will not sag or break.

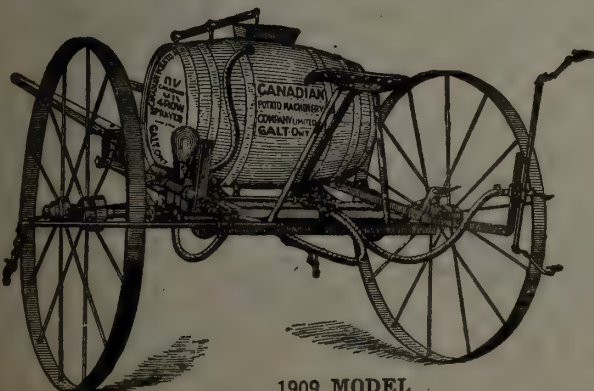
8. OUR PRICES ARE RIGHT.

When in Winnipeg for the Fair come and see us. Our line will interest you.

John Watson Mfg. Co.
LIMITED

Corner of Henry and Chambers Streets, WINNIPEG

O. K. Canadian 4-Row Sprayer



1909 MODEL

Canadian Potato Machinery Co., Ltd., Galt, Ont.

Transfer Warehouse at Winnipeg.

Geared from both wheels. Revolving Axle, Vertical agitator, All Brass, double action Bronze Ball Valves, High Pressure Pump, with triple stopcock. Relief Valve controls the pressure. Can be furnished with Broadcast, Tree and Vineyard Attachments.

Write for prices and Catalogue.

THE "FLORENCE" WOOD PUMP



Is far in advance of all other pumps. Being made of Tennessee poplar, the Florence Pump will not taint water like spruce, pine or other wood, and each pump and each piece of tubing is tested to 60 lbs. pressure.

"Florence Pump" is the Leader and "Best by Test"

Among other lines we handle "Melotte" Cream Separators, "Ideal" Iron Pumps and "Ideal" Gasoline Engines, Etc.

Call and see us if in the City or write for particulars.

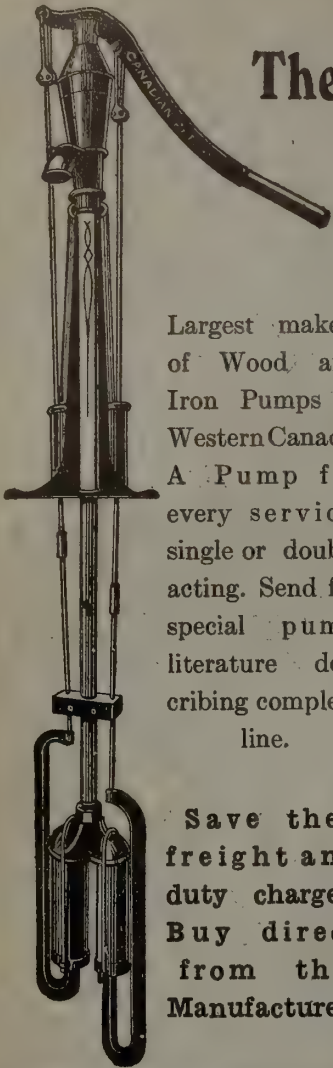
MELOTTE CREAM SEPARATOR CO., LTD.

312 Ross Ave., WINNIPEG.

CALGARY.

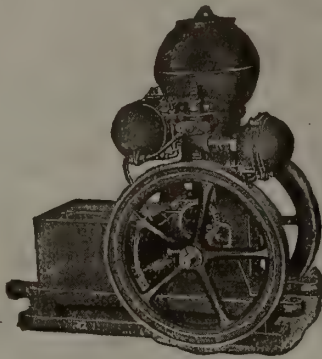
The Manitoba Line for Big Profits

Get Particulars of the Most Liberal Guarantee Ever Given on a Gasoline Threshing Engine.



Largest makers of Wood and Iron Pumps in Western Canada. A Pump for every service, single or double acting. Send for special pump literature describing complete line.

Save the freight and duty charges. Buy direct from the Manufacturer.



7 h.p. Vertical (Hopper-Cooled.)

We manufacture Gasoline Engines in all sizes from 2 to 25 horsepower. Vertical, horizontal, stationary and portable. Our Gasoline Tractor is a Winner.

Send for Special Catalogue Describing our 45 h.p. Gasoline Tractor. Write Now.



Made in the West for the West. All sizes —Power and pumping

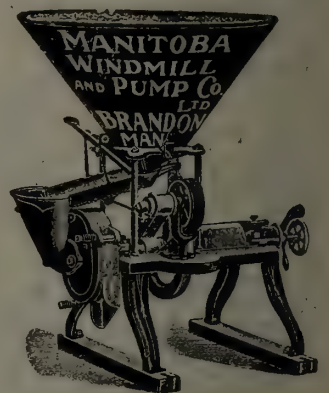
THE MANITOBA WINDMILL & PUMP CO., Ltd.
Brandon, Man.

GET OUR CONTRACT AND DEALERS' PRICES AND SECURE THE BUSINESS

Manitoba Windmills are known to every dealer in Western Canada. They are the easiest selling windmills in the world. Strong and Reliable.



25 h.p. Portable Threshing Engine.

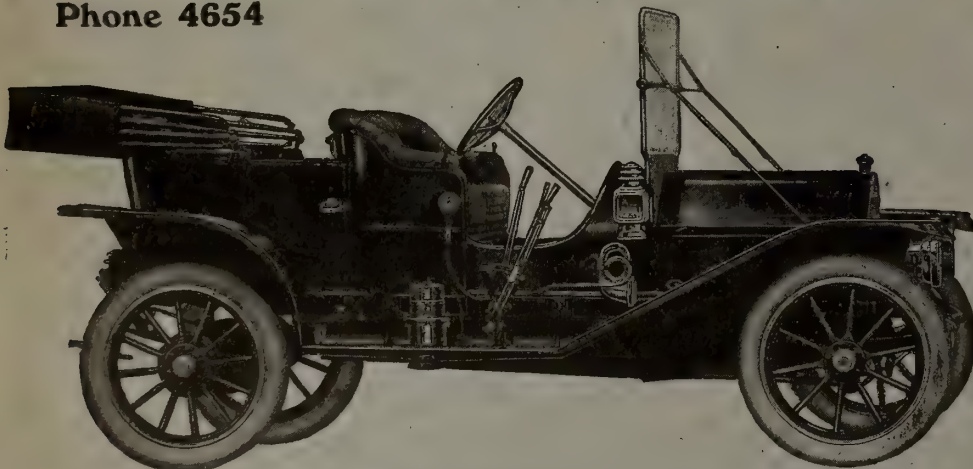


Made in sizes 6 to 12 in. Does lots of work with little power.

THE WINNIPEG GARAGE LTD.

Phone 4654

310 DONALD STREET

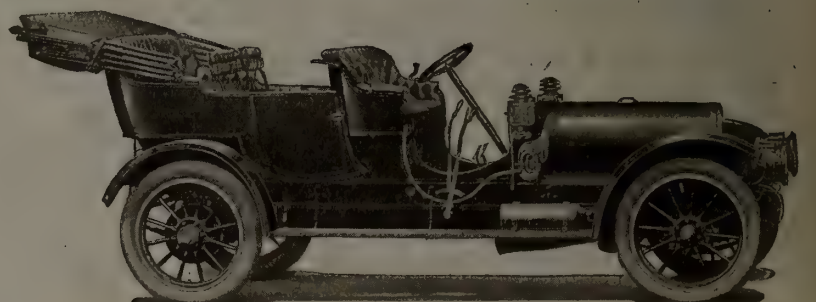


Cadillac Demi-Tonneau

IF INTERESTED IN AUTOMOBILES CALL AT OUR SHOW ROOMS, 310 DONALD STREET

THE CARS WITH FRIENDS THROUGHOUT THE WHOLE COUNTRY

GOOD, RELIABLE AGENTS WANTED IN ALL TOWNS IN MANITOBA. OUR 1911 CONTRACTS WILL MAKE YOU MONEY. INVESTIGATE BEFORE CLOSING ELSEWHERE.



Model H. Franklin

THE WINNIPEG GARAGE LTD.

The "BT" Line

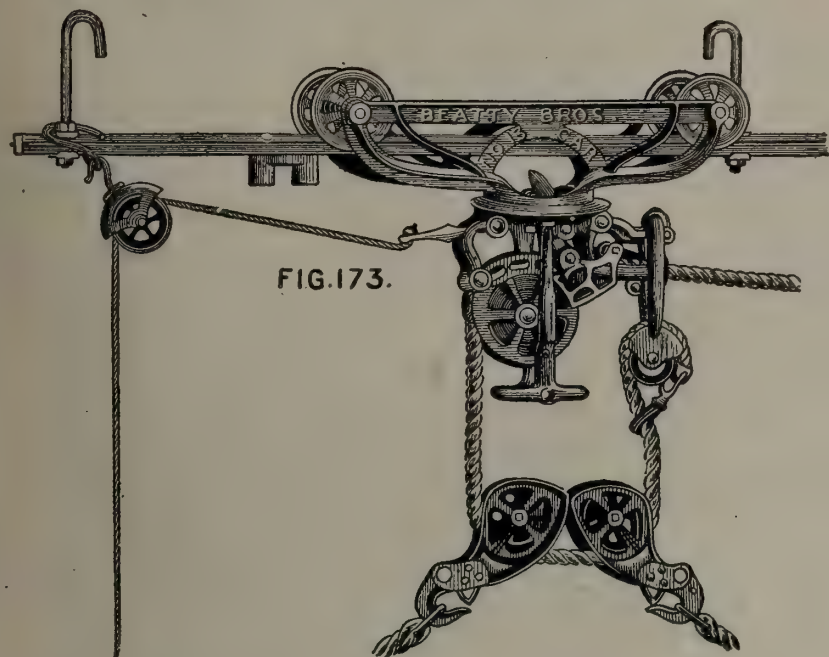


FIG. 173.

We will be pleased to send you our catalogue and prices

Write to-day for agency in your locality

Beatty Bros., Brandon, Man.

- "BT" Sling and Fork Unloaders
- "BT" Feed and Litter Carriers
- "BT" Steel Stalls and Stanchions

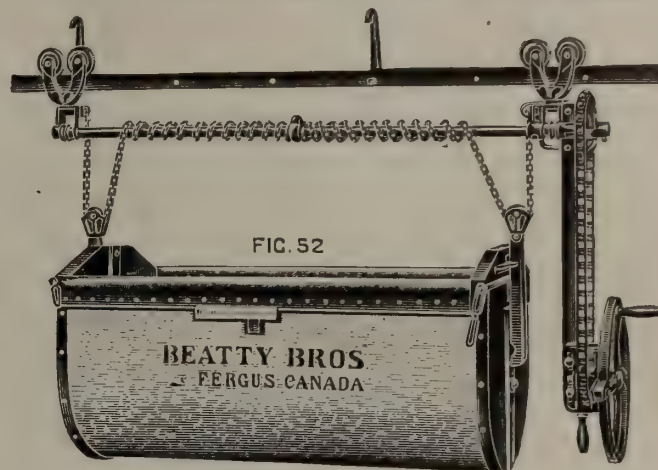


FIG. 52

BEATTY BROS
FERGUS-CANADA

Let us tell you about the "BT" Litter Carrier

"BT" goods win on merit.

See how this Sling Car excels others.

Has the largest draft wheel, some 6 in. This means light draft.

Will work with either double or triple draft.

Will work with either $\frac{3}{4}$ in., $\frac{7}{8}$ in., or 1 in. rope

Rope grip is 6 in. long and perfectly smooth. It is the only Sling Car that will not injure the rope.

It has an 18 in. tread on the track, longer than any other.

The load can be tripped off at any point.

There are no springs in this car.

It is the strongest Sling Carrier in the world and will handle any load in two lifts.

Every part of the "BT" Line has merit.



Look for our
wonderful X-Ray
and Lightning
Demonstration at
the following Fairs

Winnipeg
Brandon
Regina

It will interest you

THE CANADIAN LIGHTNING ARRESTOR AND ELECTRIC COMPANY



Copper Cable Lightning Arresters on the Townsley System

This is the season when the farmer is seeking protection against lightning. Do you want the profits on our goods? We have created a demand and are getting hundreds of orders from farmers. If you are looking for a new, profitable line to handle, write us at once for particulars. Remember that the successful business man grasps the opportunity when the time is ripe. Don't Delay!

We want hustling dealers
to handle our goods



OFFICES & FACTORY
199 MAIN ST.,
WINNIPEG • MANITOBA
CANADA

GUAR-
ANTEED

PRO-
TECTION

99%

PURE

COPPER

35 REASONS 35

WHY THE

GENUINE T. G. MANDT WAGON

IS THE MOST COMPLETE WAGON ON THE FACE OF THE EARTH. IT HAS NEW AND VALUABLE IMPROVEMENTS FROM THE POINT OF THE POLE TO THE TAILBOARD.

CALL FAIR WEEK AND EXAMINE IT.



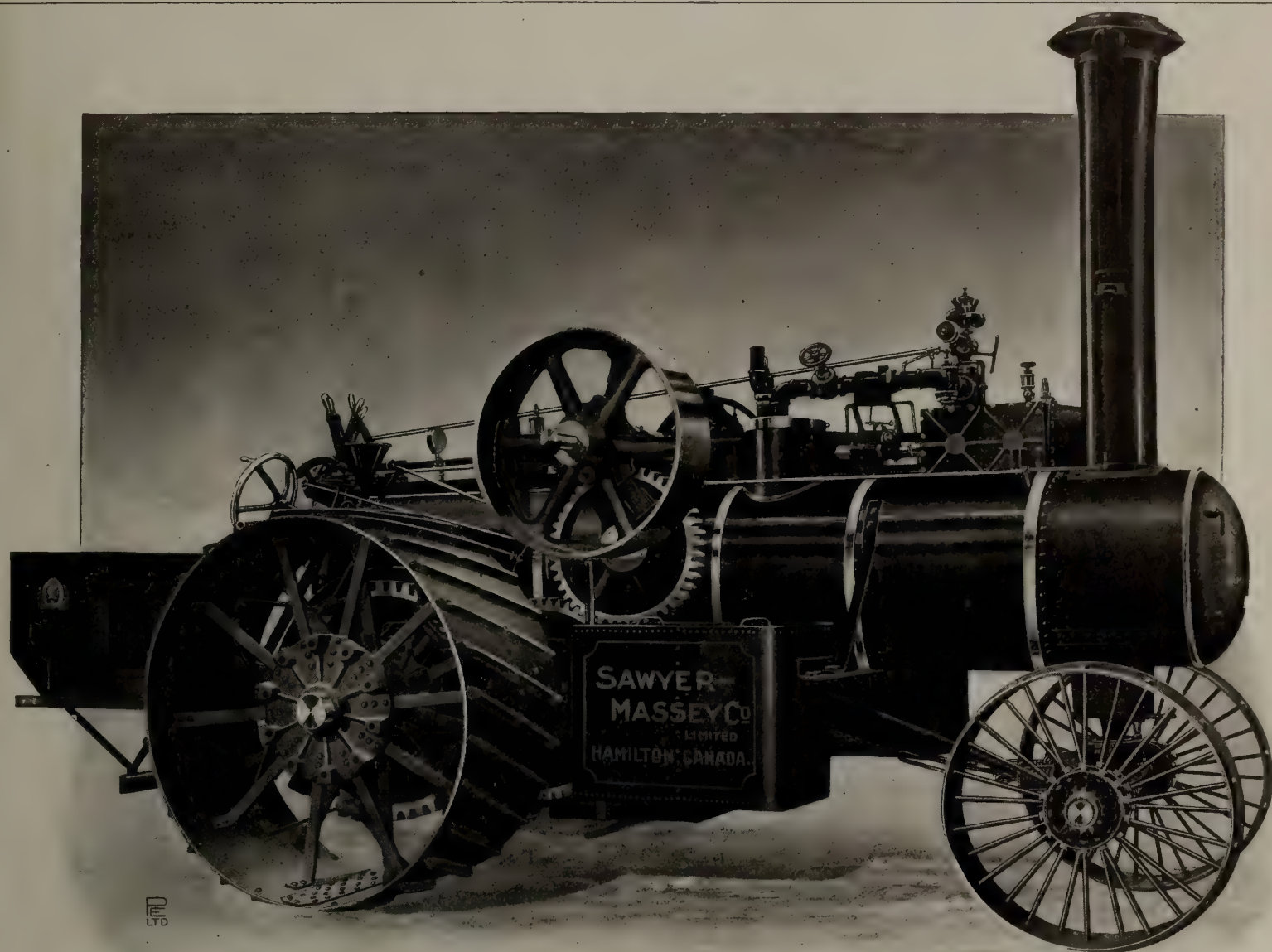
1. It is manufactured from the very best and thoroughly seasoned material.
2. It excels all others in good looks, finish and proportion.
3. It is the easiest running wagon in the world.
4. The gears, both front and hind, are clipped instead of bolted and have the T. G. Mandt, Patented Circle-posts.
5. The skeins have a dust and sand-proof collar.
6. The skeins have extra long bell and are extra heavy on bottom.
7. The axle has a steel spring truss-rod.
8. It has braces from skein to hounds.
9. The wheels have black birch hubs and second growth spokes.
10. The wheels have bent white oak felloes, bolted and clipped joints and heavy tires.
11. The felloes are riveted at the side of each spoke.
12. The tongue cap iron is 34 inches long with a safety catch.
13. The tongue is steel stripped its entire length underneath.
14. The angle steel front hound.
15. The adjustable tongue spring.
16. The steel lock bolster-plate.
17. The stakes are hollow with extension wooden stakes.
18. The front axle and sand-board are iron plated, preventing the reach from wearing.
19. The front end of reach has iron plates forming a bushing in king bolt hole.
20. The reach has hardened, tempered steel rub-irons.
21. The steel extension reach plate with lock nut.
22. The Mandt patent grip-nut wagon wrench.
23. The concave, cut-under rub-irons.
24. The self-centering box rod nuts.
25. The side-boards and end-boards all have hard wood cleats, with riveted ends.
26. The box has steel grain strips on inside and cleats cut bias, thus making a perfectly tight box with anti-spread chains.
27. The side-boards have steel wearing plates for bolster stakes.
28. The boxes are made either with the improved Comstock Endgate with iron plated side-boards, or with the shoveling-board Endgate—has six box-straps on each side board.
29. The bottoms have hard wood cleats on top of bolsters.
30. The centre box straps are outside, supported by heavy double bolted braces.
31. The double eccentric lever top box holders.
32. The spring seat with adjustable back.
33. The seat springs with clipped ends and centre.
34. The T. G. Mandt patent whiffletrees, eveners, neck yoke and clevises.
35. The automatic brake lock.

Nothing is spared—quality of material, workmanship or finish; and with the many new patented improvements it excels all others and stands in the market to-day without a rival. If you sell the GENUINE T. G. MANDT you will have satisfied customers

Canadian Moline Plow Co., Winnipeg

Distributing Warehouses: REGINA, CALGARY, SASKATOON, EDMONTON

Stronger and Better Built Than Ever



22, 25, 27, 30 and 32 Horse Power.

The Thoroughbred of the Engine World

The Latest Type of Sawyer-Massey Traction

Are the embodiment of 74 years' painstaking workmanship. They are the result of a mechanical ingenuity which has constantly aimed at **something better**. Nothing has been forgotten. Every shaft, every gear—in fact every part is designed to bear its own particular strain while smoothly performing its duty.

Phenomenal Strength
Convenient to Operate

Perfect Proportions
Most Economical on Fuel and Water

Admirable Results

Announcement

We have arranged to make exhibits of S. & M. Plowing and Threshing Machinery at the following Fairs:

Calgary, -	July 1-7	Regina, August 2-5
Winnipeg, -	July 13-23	Saskatoon, August 9-12
Brandon,	July 25-29	

Invitation

We extend to all our Customers and Agents, also intending Purchasers a hearty and cordial invitation to visit our exhibits and not only become more fully acquainted but learn something about the most up-to-date Plowing and Threshing goods on the market

Write for Prices and 1910 Catalogue

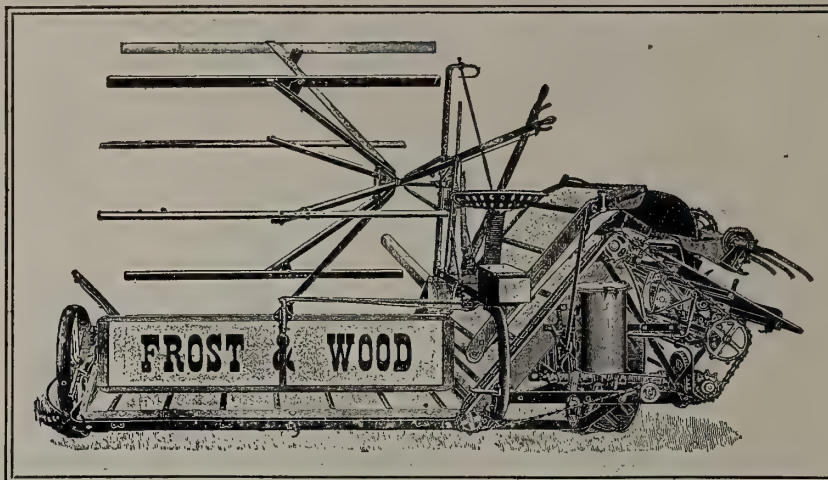
Sawyer-Massey Co. Ltd., Winnipeg, Man.

Absolutely Dependable

Strong
Foundation

Roller
Bearings

Light Draft



Automatic
Force Feed

Sure Knotter

Runs Easily

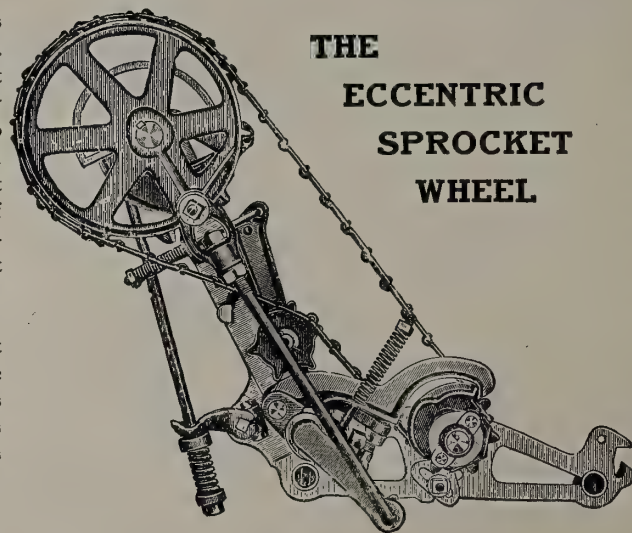
FROST & WOOD

Improved Binders

"DEPENDABILITY" practically sums up the whole question about a Binder. When your crops need harvesting, you must have a machine that will do your work quickly and efficiently without a hitch from start to finish. And that machine is the Frost and Wood Binder—it is built in one of the largest factories in Canada, where farm implements of the highest quality are being made and constantly improved—all that is latest and best has been put into this successful Binder.

ROLLER BEARINGS of generous size fit neatly and accurately in their boxes and the liberal way in which we have equipped this machine with this class of bearings accounts for its remarkably light draft and also ensures very small cost for repairs.

AUTOMATIC FORCE FEED. Our Binder is capable of elevating whatever the machine cuts—from the lightest to the heaviest grains. The upper canvas on the elevator is so arranged that it will grip the straw as it is delivered from the platform. Hard to explain without an illustration, but our booklet "Binder Facts" gives all details. Can we send you this book?



**THE
ECCENTRIC
SPROCKET
WHEEL**

NOTICE that three of the arms of the Sprocket Wheel are shorter than the other three, which accounts for greater power and speedier work.

When the grain is being compressed and tied, the packer arms require all the power they can get to make tight sheaves and the chain which drives the Eccentric Sprocket is then pulling over the long arms of the wheel, exerting a steady, powerful draw. After the bundles are compressed and tied the chain has reached the short arms of the Eccentric Sprocket and must therefore travel faster, thus the bundles are discharged quickly and everything is ready again for another bundle to be compressed, tied and discharged. Actual experience in the field has proved the superiority of this action on our Binder.

A SURE KNOTTER. Before any of our Binders leave the factory we try them out thoroughly with all kinds of grain. We make it a point to see that all sheaves are tied securely and that there are no "misses" and no waste of twine. The binding attachment can be regulated to tie any size sheaf—we will guarantee the efficiency of this knotter in every particular.

THE MAIN DRIVE WHEEL that generates the power, cuts, elevates and ties the grain is a substantial piece of machinery capable of standing the heaviest strain it may be put to. It has a double row of spokes securely held in the wheel hub casting and with ends firmly fastened through the rim—absolutely no chance of their working loose. The large Angle-steel Mud-lugs rivetted to the outside of the rim prevent the wheel from skidding on soft ground or dry, slippery stubble—the wide tire makes work easy under all conditions.

OTHER GOOD POINTS. There is no sturdier, stronger foundation than we put on our Binder—in fact the whole machine is built for hard wear and tear, and time and experience have demonstrated that the Frost and Wood Improved Binder is positively one of the strongest and most durable machines of its kind in Canada.

Sole Agents for Western Canada

COCKSHUTT

**PLOW
COMPANY
LIMITED**

WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON



4,000 Acres in One Season Without a Hitch

That's what two Cockshutt Engine Gangs did for one of our customers in Saskatchewan. The man had used other makes of Engine Gangs before he bought his plows from us and in writing to us he says that "your ploughs have done their work with *less attention* than *anything* I have tried, and at the same time do *perfect work*."

Talk as one may one can't argue against experienced testimony like this. The sole reason why Cockshutt Engine Gangs are plowing most of the land in Western Canada, is because they are built right. The material is there, the workmanship is there—the construction is based on actual experience with Western Canadian conditions, and that is the only kind of a plow that you can afford to sell your customers.

COCKSHUTT ENGINE GANG

No matter whether it is stubble or sod plowing, the Cockshutt Engine Gang is far ahead of every other make. At the Brandon Agricultural Motor Competition last year, no less than four gold medals (the highest prizes) were awarded to users of Cockshutt Engine Gangs in stubble work. At the Winnipeg trials last year, competitors who used our plow pulled off the highest awards in the Breaking Contest. It's quite an easy matter for any manufacturer to make claims but it's the actual field tests that count.

It is in these field tests that our *independent lever system* has proved itself far superior to gang bottoms which are being made by some manufacturers. When plowing tough, heavy sod, *arched* beams are apt to become twisted and partly straightened under heavy strains—that's why the beams on our plow are *straight*. This is not advertising talk—it is the experience of hundreds of farmers in Western Canada, and you'll find their letters in our new booklet "Horseless Plowing" which will fully bear out all claims. Send for it.

**More COCKSHUTT
ENGINE GANGS** sold in
Western Canada this
season than any other
make.

**More COCKSHUTT
ENGINE GANGS** in use
in Western Canada than
all other makes combined.

COCKSHUTT

PLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

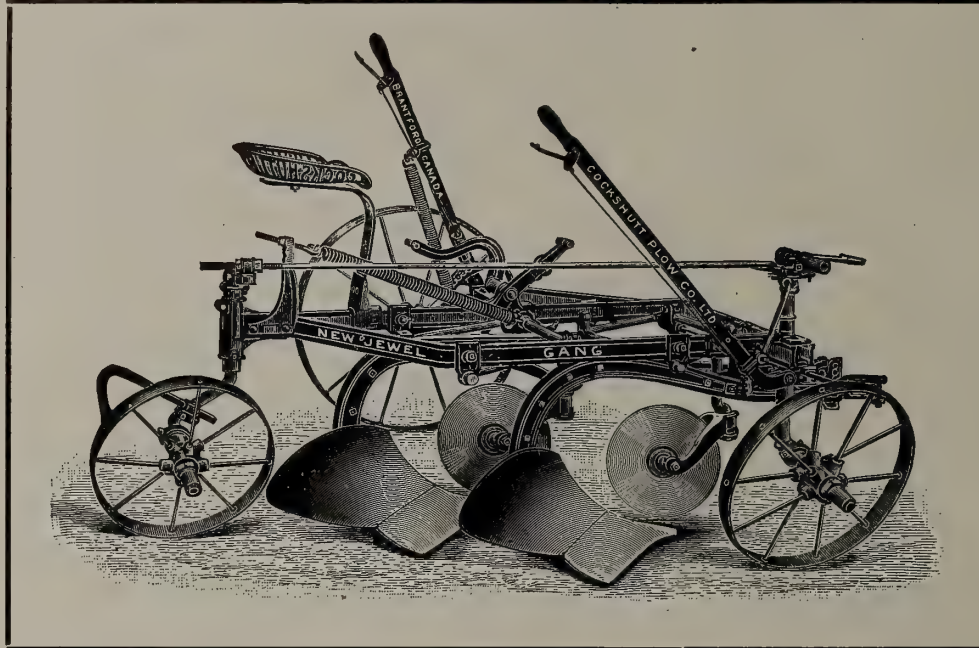
REGINA

SASKATOON

CALGARY

EDMONTON

Built Entirely of Steel and Malleable Iron



COCKSHUTT NEW JEWEL GANG

No dealer could exaggerate the great strength and durability of our New Jewel Gang. The frame, beams, bails, axles and braces are made of high carbon steel, ensuring great strength and keeping the alignment of the Plow absolutely true under all conditions.

One of the most important features about this Gang Plow is the High Lift Attachment, in that it simplifies the operation of the plow by leaving both the driver's hands free to manage the horses, once the bottoms are levelled. The bottoms are then quite easily managed by a handy foot lever, a special device locking the plows down when set for work and locking them up when raised from the ground.

This locking device can be adjusted to float the bottoms so they will rise up when striking obstructions, thus preventing breakage in stony ground.

**Lightest Draft. Most Clearance.
Durable and Reliable.**

This Plow is always shipped with rolling colters and four-horse eveners abreast or as may be otherwise ordered. Made with either 12 or 14 inch breaker or stubble bottoms—14 inch stubble bottoms being supplied with either short or long mold-boards. The superior quality

of this Plow and the extensive advertising we have given it has created an enormous demand.

We extend a very cordial invitation to the Implement Dealers of Western Canada to make their headquarters during the Exhibition at the Company's Offices and Show-Rooms, corner of Princess Street and Alexander Avenue.

Bring your friends and customers along. They will be welcome, and we shall be pleased to have your mail addressed in our care.

Your visit will interest you. The display of Implements and Vehicles we shall have on view will be the finest collection ever offered to the Western Trade. Come and See.

COCKSHUTT

FLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. VI., No. 7

WINNIPEG, MAN., JULY, 1910.

SUBSCRIPTION PRICE IN CANADA } Per Year, \$1.00
Per Copy, 10c.

Development of Traction Plowing

PART II.

MISCELLANEOUS EQUIPMENT.

In addition to engines and plows, miscellaneous equipment requiring the expenditure of a considerable sum is necessary in operating a steam outfit. There usually must be at least one coal wagon of the ordinary farm type, costing probably \$75, and a second, called the "trap" wagon, for carrying repair parts, tools, and odds and ends. The tank wagon, with either a steel or wooden tank holding ten to sixteen barrels, is usually purchased with the engine, its price being included. Purchased separately it will cost from \$75 to \$200. A drag harrow, disk harrow, roller, crusher, or plunker is usually a part of the outfit. Blacksmithing and miscellaneous tools cost from \$20 to \$50. In a few cases, where water is near the surface, permanent wells are sunk at convenient intervals and a small gasoline engine used for pumping. Quite often the custom operator carries an engine and attaches it to the farmer's well rather than depend on wind power. For plowing at a distance from headquarters, either a tent or cook shack, the latter on wheels, is advisable, as with this equipment the crew loses no time in going to meals during the day or to the engine in firing up in the morning. The shack, completed, will cost from \$200 to \$300 as a rule, and occasionally \$500. Teams will add to the investment, but are for convenience included as a part of the labor cost of operating. As an average first cost of miscellaneous equipment for steam plowing outfits \$500 is estimated.

FACTORS AFFECTING THE ECONOMY OF OPERATION OF STEAM OUTFITS

The factors entering into the economy of either steam or gasoline plowing include not only those concerning the operation of equipment, but those arising from the effect of the practice upon the management of the individual farm and upon the agriculture of a section. The latter have been outlined somewhat in the introductory paragraphs, but owing to the nature of the problem this investigation has been confined chiefly to study of the cost of operation, the factors govern-

ing which are more clearly defined. The essential factors are so many and so varied that certain ones easily may be overlooked; hence, they will be discussed in some detail.

COST OF OPERATION.

The actual cost of operation includes not only the cash outlay for labor, fuel, oil, repairs, etc., but the interest and depreciation on equipment. The figures presented in this connection are not to be taken as final, because (1) very few operators keep accurate accounts, (2) depreciation and repair charges must be based almost entirely on estimates, only a small proportion of plowing outfits actually having been worn out, and (3) with the improvement in equipment and with the education of operators the efficiency of outfits must be gradually increased. Detailed estimates of the cost of plowing are given by sections.

OVERHEAD CHARGES

Among the factors in the cost of plowing which are very often disregarded by operators who have not had a business training are the overhead charges, which include interest on the money invested and the depreciation of the outfit. If the outfit is bought on time the matter of interest is necessarily brought to the owner's attention. However, it is a frequent practice among owners who have paid cash to allow nothing for interest on their capital, thus apparently increasing the net profits from their work when as a matter of fact the venture may not be paying as good a rate of interest as might have been obtained by depositing the capital in an ordinary savings bank. Seven or 8 per cent. interest is a common rate on machinery notes in the sections where traction plowing is most common.

The matter of depreciation is probably even less considered by the average operator than that of interest. Depreciation charges should be made in order that at the expiration of the life of the outfit a sufficient amount shall have been set aside either to replace the outfit in its original condition or to restore to the owner his original capital. The

rate of depreciation depends, of course, upon the wear and tear on an outfit during a given period of use, or, in other words, upon the life of the outfit. The practice of traction plowing is so new that the average life of plowing engines can not be accurately determined, and the rapid improvements in equipment make of little value such figures as are obtainable from outfits already partially worn out. The life of plowing engines depends not only on the care given and the amount of work done, but upon natural conditions, such as climate, soil, topography, and in the case of steam engines the water used in the boilers. The soil in particular, with respect to its resistance, uniformity, and grittiness, exerts a great influence on the life and repairs of both engines and plows.

Manufacturers of steam outfits vary in their estimates of the life of plowing engines from four and one-half years when given maximum use to twenty years for ordinary use with excellent care. The general opinion of the manufacturers ranges between eight and twelve years, converging at ten. The factor of use per year must be taken into consideration. In California eleven owners of large steam engines plowing nearly 3,500 acres per year each make an average estimate of fifteen years. Thirty out of seventy-six correspondents in the southwest estimate ten years as the life of their engines, the average of the whole number being 10.04 years. The average acreage per year reported from these operators is 1.075. In the northwest and Canada thirty-two out of eighty-five operators estimate ten years, and the average estimate is 10.7 years. Their average acreage per year is 797. Taking the two sections together and considering, as before, only those operators who state the annual acreage and the estimated life, sixty-two out of 161 agree on ten years, the average being 10.4 years, while the average area plowed per year is 903 acres.

The consensus of opinion regarding the life of engines used in plowing and threshing might fairly be taken as a basis for esti-

imating the rate of depreciation, but closer inquiry in the field reveals the fact that while many engines of the type now being put out will have a life of ten years the majority of operators do not expect ten years' service in plowing. A great many place the plowing service at from four to six years, after which, when equipped with new gears and generally rebuilt, the engines are fit for service in threshing as long as the boiler lasts, which may easily reach a like period thereafter. For this reason it is probable that the majority of correspondents who placed the life of their plowing engines at ten or more years misunderstood the question asked in the circular letter sent out by the Office of Farm Management. After duly considering all the data and estimates regarding the life of plowing engines, a rate of 10 per cent. of the first cost of the engine is taken as the value consumed annually in plowing alone during the first five years of the life of the outfit.

Since approximately 90 per cent of the engines reported as plowing are used also for other purposes—principally threshing—and an average of reports indicates approximately equal periods of plowing and threshing, a division of the interest and depreciation charges on the basis of comparative wear and tear becomes necessary. The wear and strain on engines in the two operations is essentially different, being heaviest on different parts during each. When threshing, the wear is mainly on the engine parts, and in plowing on both the engine parts and the traction gearing. The wear in plowing has been variously estimated at from two to ten times that in threshing. The opinion of several of the leading manufacturers and other authorities centers about 75 per cent. of the total wear as chargeable to plowing, as compared to 25 per cent. for threshing during equal periods of service. Since the reports from operators indicate practically the same number of days' plowing and threshing each year, these figures are taken as the basis for dividing the overhead charges

Repairs might be included under this head, since they can be divided on this basis, but it has been considered more appropriate to include them under running expenses.

Following the method outlined of calculating and dividing the overhead charges, the division on an engine costing \$3,000 would be, for the first five years, at the rate of 10 per cent. depreciation and $5\frac{1}{4}$ per cent. interest for plowing, $3\frac{1}{3}$ per cent. depreciation and $1\frac{3}{4}$ per cent. interest for threshing. With regard to the calculation of interest, however, the average investment during each five-year period must be ascertained. Granting the approximate correctness of the preceding assumption, it is seen that the total rate of depreciation of the engine will be \$400 a year and at the end of the fifth season the value will have been reduced to \$1,000. As interest is taken on the value of the engine at the beginning of each season, the average value during the five seasons is seen to be \$2,200. Interest at 7 per cent., therefore, would be \$154 each year, or \$115.50 for plowing and \$38.50 for threshing. Depreciation during the same time would be \$300 and \$100 respectively. During the last five years of the life of the engine both interest and depreciation would be chargeable to threshing, the former at the rate of 7 per cent on an average valuation of \$600 and the latter at an average rate of \$200. As a matter of fact, the establishment of depreciation charges must be largely theoretical even in the most carefully conducted manufacturing or transportation enterprises, but the matter is one which should be carefully figured upon by every operator. Few traction engines are ever actually worn out; hence, the values are seldom reduced to a practical zero. Without extended investigation, which it is hoped may be undertaken, accurate figures covering the entire life of traction engines are

not to be had, but without such figures from a considerable number of operators the estimates given are as likely to indicate the truth as any which might be made.

With regard to the life of plows and minor equipment, no data are at hand and depreciation is charged arbitrarily at 10 per cent. Plow depreciation is, of course, wholly chargeable to plowing, but that of miscellaneous equipment, being due to practically equal use in plowing and threshing, is charged equally to both.

REPAIRS, OIL, ETC.

As previously stated, the division of repairs may be made on the same basis as that of overhead charges. From such data as are at hand, together with estimates from men in a position to have considerable knowledge on this point, it is possible to arrive in two ways at the cost of repairs per acre plowed. The average cost of repairs per year is estimated by several authorities at

\$100, of which \$75 would be chargeable to plowing. Other authorities estimate the cost of engine repairs per acre at from 6 to 10 cents, and data from those operators who reported on this point indicate the latter figure as close to the average. It may be, however, that their figures covered the cost of repairs chargeable to threshing and that an estimate of 10 cents per acre for engine repairs would probably cover the cost of keeping the majority of engines in good condition for work. Plow repairs are estimated at from 75 cents to \$2 for each working day, including the expense of sharpening. The latter is much greater in the case of moldboard plows than with disk plows; hence in estimating the cost of plowing, a larger figure per acre is allowed in the northwest than in the southwest.

In addition to expenses for repairs, labor, fuel, etc., from 2 to 5 cents per acre must be allowed for various lubricants, including crude oil for traction gearings,

engine and cylinder oil, grease, and hard oil.

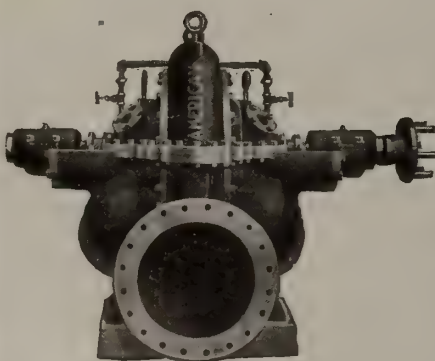
LABOR.

From three to six men are needed in operating a steam plowing outfit. One guides, and a second usually fires the engine. One of these frequently looks after the plows. A third man and team supply the engine with water and fuel, and two men with teams are needed if supplies are to be hauled any great distance. Frequently one man gives his entire time to the plows, while a cook is needed in many cases. The engineer is naturally the best paid, receiving, according to correspondents, an average of \$3.12 per day in the southwest group of states, \$4.43 in the northwest group, and \$4.30 in California. The guider's wage is more uniform, averaging \$1.88. The plowman and teamster are paid from \$1.50 to \$1.75 in most cases, the former having a slight advantage, while \$1 is the common figure for the cook. In many cases it would be economy to pay much higher



A 30 h.p. Flour City Gas Tractor hauling a 10 Bottom 14-in. John Deere Engine Gang

THE STANDARD by which OTHERS are JUDGED



is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

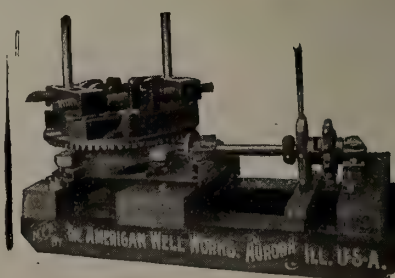
The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type. Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



wages for the engineer, at least, as good management and efficient help tend to reduce delays through accidents or other causes. Board at 50 cents a day for each man and 75 cents for the use and board of each horse are usually to be added to wages in arriving at the labor cost. The majority of operators furnish board, many boarding but not paying the men on idle days. In estimating the labor cost per acre in this article no account has been taken of wages, board, and keep of teams on idle days, but this amount, if it could be ascertained, should be added to the total. It is doubtful whether, on the average, steam plowing outfits are able to work more than two days out of three during the plowing season, owing to accidents, moving, bad weather, and other causes.

The average daily cost of fuel, as gathered from operators, is given elsewhere in this article under estimates of the cost of plowing. The quantity and cost per acre vary with the locality, the kind and cost of fuel, the acreage plowed per day, the condition of the soil, the construction of the engine, the efficiency of the operator, and perhaps other factors. Coal is most used in steam tractors, though wood is used to a limited extent, and straw in some sections. Crude oil is used extensively in California.

WATER.

In steam plowing the quality and proximity of water are important factors. As the daily consumption ranges from 1,500 to 5,000 gallons, the labor involved is considerable, and is much increased with the hauling distance. Muddy or alkali water by depositing a sediment in the boiler reduces the evaporation per pound of coal consumed, necessitates frequent washing of the boiler, and causes rapid depreciation of the flues. Some boilers will evaporate a greater quantity of water per pound of fuel than others, thus producing steam more economically, but frequently the poor handling of an engine will cause the waste of a large quantity of water. From the averages shown in Table II on page 25 it will be seen that the water used per pound of coal is 7.49 pounds in the southwest and 7.74 pounds in the northwest. In California it is approximately 9.4 gallons of water per gallon of oil.

PLOWING CAPACITY OF TRACTION OUTFITS.

Certain factors governing the average acreage plowed daily or yearly already have been mentioned. This acreage is the output of the plowing equipment and crew, and in great measure it represents the success of the venture. It is the product of distance traveled in plowing and the width of the cut of the plows.

The latter is governed largely by the power of the engine and by the soil conditions, but the former is influenced by a multitude of circumstances. The reports from 220 operators indicate an average working day for steam outfits of 11.27 hours, and the various engines have speeds ranging from two to three miles an hour. The average cut of moldboard plows in the northwest is ascertained to be 11.18 feet, and of disk plows in the southwest 13.2 feet. At 2.5 miles an hour the theoretical daily capacity of moldboard plows would be about thirty-eight acres, and of disks about forty-five acres. The daily average for the northwest, using moldboard plows almost exclusively, is approximately 22.9 acres, and for the southwest, using disk plows principally, 25.7 acres; hence, the actual performance is much lower than the theoretical capacity of outfits. Much of this loss is unavoidable, due to slippage of traction wheels and to time spent in turning and in taking on supplies. In the latter operation alone the loss of time may easily reach 25 per cent. Observation of steam outfits in the field shows that the time spent in taking on supplies varies with the crew and amounts to from five to fifteen minutes out of each hour. The importance of getting the greatest service out of the equipment is not always appreciated, especially by hired crews.

The tendency frequently is to attempt to secure high acreage by running at a high speed or by overloading the engine. The latter evil is the more common, the temptation to add an extra plow or a load of harrows often being too strong to resist. The effects of exceeding the maximum durable speed or load are to be seen in increased wear and breakage, with consequent delay, which overcomes any advantage gained by crowding the outfit. The reports received from operators do not distinguish clearly as regards performance between sod breaking and stubble plowing. Taking the data as a whole, it is found that approximately two-thirds of all operators harrow, disk or roll the ground while plowing. The percentage is higher in the southwest than in the northwest, and in most cases somewhat greater power is used for this extra work, owing to the wider cut of plows. Of steam outfits 54 per cent. and 27 per cent. of one make of gasoline outfits reported from the northwest do other work while plowing, and 10 per cent. and 3 per cent., respectively, of the total cost shown elsewhere may be charged to this extra work, basing the division on proportionate power consumption. Practically all these outfits, use moldboard plows. The average nominal or tractive horse power used in pulling plows only is 2.23 per foot cut for steam engines and 2.69 for



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gasoline engines. Therefore, 2.6 horse power and 3.14 horse power, nominal rating, are left, respectively, for each 14 inch plow bottom, after deducting the power used in pulling harrows, etc. In the southwest 13 per cent. of the power of the average steam outfit reported and 11 per cent of that of the average gasoline outfit reported are shown to be chargeable to work other than plowing. Of the steam outfits 70 per cent. and of the gasoline outfits 80 per cent. report extra work. After deducting the power thus consumed, 1.75 nominal horse power per foot cut is expended by the steam outfits in pulling plows and 2.22 horse power by gasoline outfits. This is based on the average width of furrow cut by the disk plow outfits, as shown in Table II. From 8 to 10 inches is the usual cut per disk. From this it would appear that two or more plows should be dropped if harrowing is done, depending on the draft of the extra load and that ten moldboard or fifteen to twenty disk plows are a load for the average steam engine, while the type of gasoline engine mentioned can handle fewer plows than steam engines of equal nominal rating. From 30 to 50 per cent. more acres usually can be covered each day in stubble plowing than in breaking virgin sod, and the consumption to the acre averages less, though probably not in the same ratio. Sod breaking is usually shallower, and the heavier draft is overcome somewhat by the increased efficiency of the engine on the firm footing afforded by the sod.

In rush seasons night plowing is occasionally resorted to, as well as the use of two shifts between early dawn and late twilight. The latter is the simpler and more satisfactory method, but the difficulty of securing two efficient crews and the division of responsibility for accidents tend in

either case to offset the doubling of the capacity.

Large daily acreages can not be secured in small fields, and few operators care to bother with jobs of less than twenty-five to forty acres. Short furrows and frequent turns involve loss of time and a poorer quality of work. In fenced fields it is difficult to plow out corners by traction without special care and equipment, and frequently horses are employed for this purpose. This and the expense attached to moving make small jobs unprofitable. Forethought in attacking fields will reduce the area left unplowed by traction, and the manufacturers usually offer suggestions as to time-saving methods of laying out lands. The yearly acreage is influenced by all the foregoing factors of daily operation, also by the seasonal conditions, delays from disabling accidents, the amount of work to be had, and competition.

INCOME FROM TRACTION PLOWING OUTFITS.

The apparent profit in steam plowing is so great as to encourage the reckless buying of equipment. From thirty to forty acres is not an uncommon day's work and the mere running expense is often below \$20. At prices ranging from \$1.50 to \$4 to the acre the daily income is apparently much in excess of operating expense, the factors of interest, depreciation, expense during idleness, and cost of moving often being overlooked. Keen competition is developed in some communities and the rate for custom plowing reduced to the point where only the most successful can make a profit. A study of the data given later as to the acreage plowed annually will show that, except in California, where holdings are much larger, the custom acreage is nearly or more than equal to the area plowed for

the owner of the outfit. It follows, then, that even with all other factors favorable, financial success is doubtful where the custom rate is low.

The following table shows the range and average of custom prices, as reported by operators of both steam and gasoline outfits:

Table I—Prices charged for traction plowing in fifteen states and in Canada.

Location of outfits.	Number operators reporting	Prices charged for plowing		
		Low.	High.	Average.
North Dakota, South Dakota, Minnesota and Montana.....	73	\$1.25	\$4.00	\$2.99
Nebraska, Colorado, Kansas, Oklahoma, Texas and New Mexico.....	116	.75	3.50	1.88
Indiana, Illinois, Iowa and Missouri.....	6	1.00	2.00	1.44
California.....	12	1.25	1.60	1.32
Canada.....	23	1.75	5.00	3.66

(Continued in next issue.)

Advocates Reciprocity.

F. E. Myers, of the firm of F. E. Myers & Bro., Ashland, O., who has just returned from Europe, gave out an interview in London relative to tariff relations between Canada and the U.S.

Mr. Myers, who is also president of the Cleveland and Southwestern Railway Company and a former president of the National Association of Implement and Vehicle Manufacturers of the United States, told a newspaper correspondent in an interview that, in his opinion, the time was not far off when the manufacturers of the United States would see the advantage of negotiating a reciprocity treaty with Canada.

"I am strongly inclined to believe," he said, "that Canada has much more to offer us than our manufacturers generally appreciate. Taking into consideration the remarkable development of industry in the Dominion, we are at the present moment only a short time ahead of the period

when Canada's industrial development will be practically on a par with our own and when the balance of trade will no longer be in our favor.

"One of the great arguments in favor of eliminating the tariff wall between the two countries is the remarkable and continuous stream of Americans into Western Canada. These Americans, of course, appreciate the merits of the American manufacturer's products and will not be easily converted to the use of goods imported into Canada from Great Britain, Germany and France. If our manufacturers do not awaken to the real meaning of this new epoch in Canada's industrial life, we shall have plenty of time to regret it later on. We are bound to grasp the fact that our own people transplanted to Canada are themselves rapidly forming a market for American manufactured products that must be supplied.

"As all of us know, it has not been long since Canada would have been more than glad to have entered into a reciprocity arrangement with us. Failing to realize the great things in store for Canada then we missed our opportunity. The question for us to consider now is: Do we propose to allow another opportunity to go by?

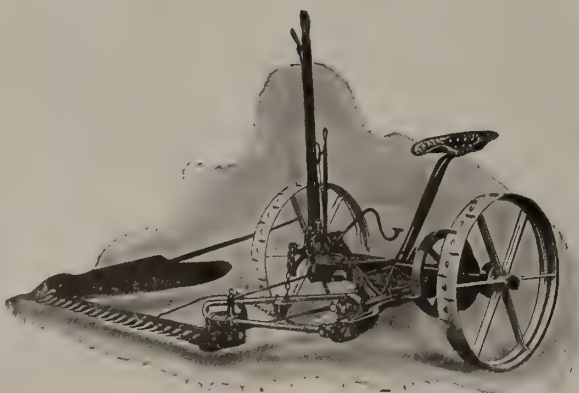
"Those manufacturers in the United States who to-day argue that we would be giving more than Canada in an agreement of a free exchange for products, reason in my opinion, on false grounds, because the longer we wait the more Canada will be able to demand, for Canada's industries will proportionately develop more rapidly in the next few years than our own."

(Continued in next issue.)

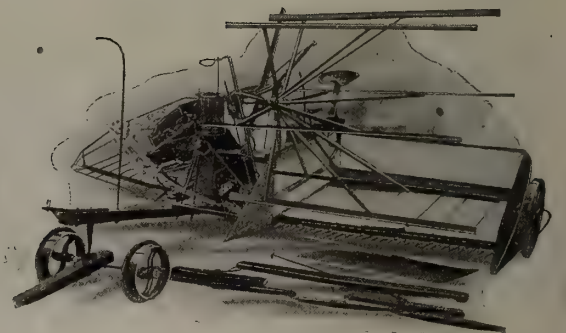
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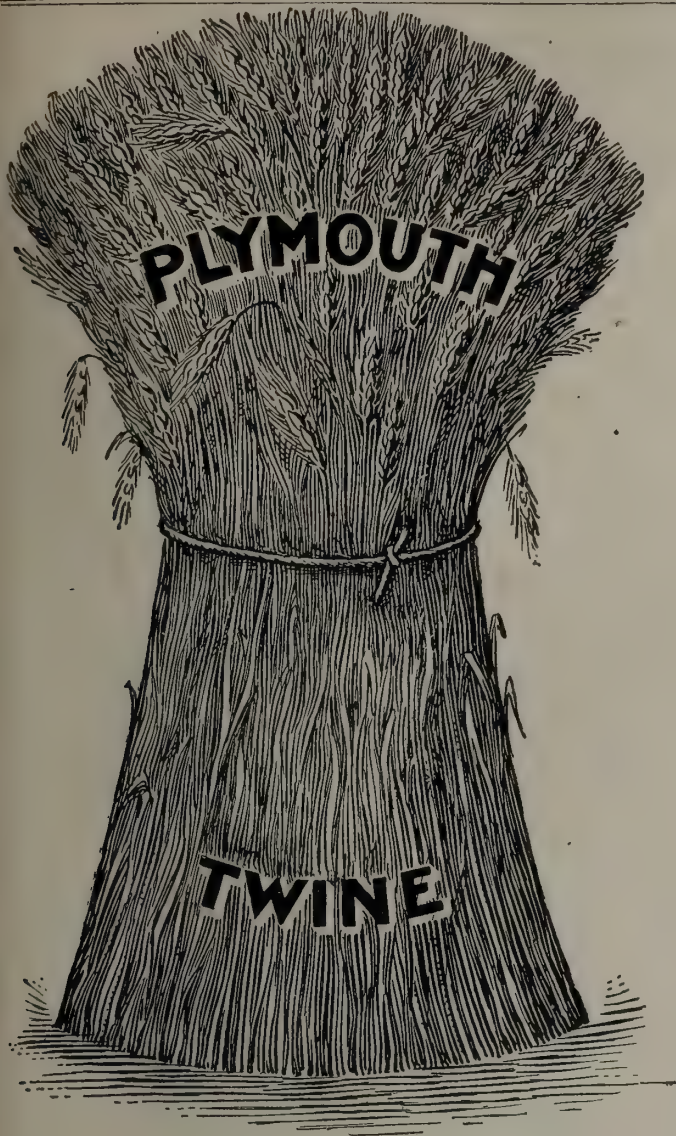
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Workmen with generations of experience behind them, special machinery devised as the result of years of experiment and study, the PLYMOUTH idea of always building good goods, all contribute to manufacture the most suitable material into PLYMOUTH quality twine.

"The Kind That's Always Good"

The country is aroused this year as never before over the twine question and the public is seeing clearly the value of the things this Company stands for—not only good goods, but honest business methods, entire independence from any trust or monopoly, the square deal to all concerned.

There was never a better time for the progressive, independent dealer to take advantage of these things than in this season of 1910.

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The Economy of Up-to-Date Dairying

By W. A. Pritchard in Empire Push.

When the problem of life is boiled down to the final analysis it resolves itself into one question, "How can I make the most money and how can I do it most easily and quickly?"

Dairy work is no different from any other in this regard, and the gain or loss in running a dairy is a paramount question in the mind of the farmer to-day. For generations back, in fact, not until in late years, has there been a change for the better; the dairy was the hardest, the most unsatisfactory, the one department where it was a doubtful matter as to whether the dance was worth the price of the fiddler. It was early morning at it, and still at it when the chickens had gone to roost, and the rest time should have come. And the dollar results were mighty small, and did not measure up in the least with the energy exerted.

The cause of it all was old methods, the pan and crock washing drudgery which made the cow a necessary luxury, an almost despised luxury at that. And it is not a thing of the past on all farms by any means, for even to-day you will hear cow owners claiming that old methods are the best, that they were "good

enough for father" and therefore good enough for to-day. It is for the purpose of answering this mistaken argument that this article is published.

Perhaps a little review of what up-to-date dairying has accomplished would be the best way of bringing this dollar value of the cow and the separator before the readers' minds. During the past year the income from dairy products amounted to considerably over three-quarters of a billion dollars in this country alone. It seems incredible, but official statistics are at hand to prove it. Carefully considered it becomes not only an enormous, but a stupendous sum.

Ten or twenty years ago you seldom, if ever, heard of a man getting rich on the proceeds from the sale of his milk, cream or butter. It was almost a physical impossibility, for his losses by the old methods practically ate up whatever profits might have been his. There was, in fact, barely enough profit in a cow or herd to make their keep much more than worth while.

Last year, and for several years past, these hundreds of millions of dollars of profits went to fatten the bank accounts of hun-

dreds of thousands of cow owners all over the country, a big per cent. of whom formerly felt they couldn't afford to keep cows.

These statements are official, based on official records, and backed up by country-wide experience. The reason for this increase in dairymen's dollars is found in the up-to-date methods, in the ever-increasing and satisfying use of the really good hand cream separator, the machine which has revolutionized dairying and made it actually worth while. It makes not a particle of difference how a farmer may handle his milk, with one of these modern separators he will get his share of this dairy wealth we have mentioned, a share which must of necessity be lost by old and antiquated methods.

Suppose, for example, you are sending your whole milk to the creamery. Don't take our word for it, ask any of the big creamery companies; they will tell you that hand cream separator cream commands a higher price than gravity cream, and that cream alone brings far more dollars than delivery to a local whole milk creamery possibly can.

Perhaps you are a butter maker, and sell your butter, using the milk at home. Hand separator butter is greater in quantity from a given quantity of milk, and brings a higher price per pound than any other kind. Perhaps you sell to a cheese factory; or to an ice-cream plant. It really makes no difference what method you pursue, a really good hand cream separator will make your eyes open in surprise at the amount of increased profits it will bring you.

All that has been said thus far

has been more or less in the form of statements. To prove these statements, and make them actual facts, I will mention the five points of the hand separator which prove beyond question or doubt that my statement is absolutely correct; namely, a hand cream separator will turn your loss or small gain into big profits, easily made.

First. A good cream separator will save you time.

Just keep in mind the hours of time and work consumed by the old gravity method. There are the pans to set, the crocks to set, the hours of waiting for the cream to "rise." And even when the skimming is done, think of the hard, distasteful work of washing all those pans and crocks, a never ending task, day in and day out. With a cream separator, you pour the whole milk into the machine while the milk still retains its animal heat, and just as soon as milking is done. In a comparatively few minutes all the impurities are removed from the cream, all the cream is separated from the milk, and your skimming work is over. And, what is further true, the washing of the separator takes but a few minutes of time, and is easily accomplished. Time saved is money saved, for time is worth money.

Second. A good cream separator will save you work.

To any one who has ever washed the score of utensils used in gravity skimming, or the deep setting or dilution systems, this point in itself is mightily worth while. It takes an hour or more to wash the old style utensils, while a separator can be cleaned in a few minutes as we have said. More than that, it takes a man's

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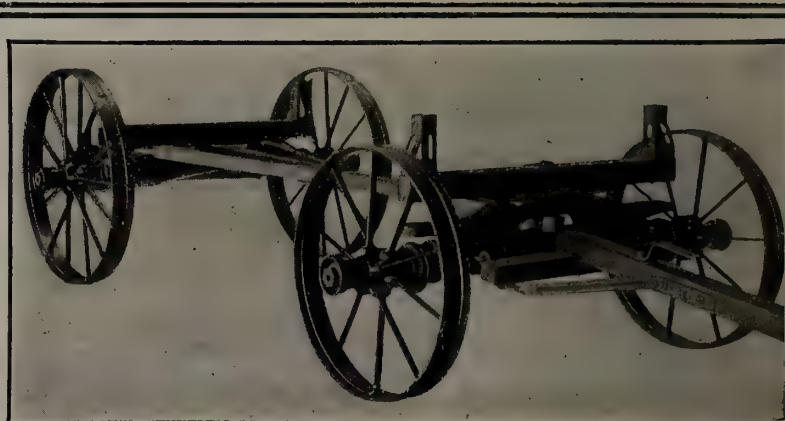
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time, or his wife's time and muscle to do the work of the old gravity method, while with the separator the skimming can be done by a boy or girl, it is so easy.

Third. A good cream separator will save you money.

These old methods we have mentioned cause conservatively a loss of 20 to 30 per cent. of the cream. Official figures show this to be a fact. With a cream separator the user gets all of the cream. There is less than one-twentieth and many times less than one-fiftieth of one per cent. of butter fat left in the skim milk. By the old gravity method you lose from five to eight pounds of butter in every thousand pounds of milk. With a good cream separator your loss would be only one-fifth to two-fifths of a pound of butter in every thousand pounds of milk. At an average value of 25 cents a pound for butter you can figure it for yourself.

Fourth. Will make you money.

A good cream separator removes natural impurities, and gives the highest quality cream. Therefore more cream and better cream naturally will mean more money. Too much importance cannot be placed on this matter of a higher quality cream. With the old gravity method, or any of the antiquated ways of skimming, the impurities cannot be removed, and all impurities, no matter how small they are in proportion, tend to taint the cream, and spoil the value and taste of the butter. The creameries of the country, backed up by the dairy commissioners, have taken a hand in the matter and all the big creameries are now grading their cream. Highest quality cream, with impurities removed by a separator, calls for the highest market price; inferior cream commands a lower price, and some cream, where the impurities show too high a proportion, will not be accepted at any price. Health demands a pure cream, one with the dangerous bacteria removed. Therefore only through the use of a separator are health and wealth obtainable on the farm. The separator gets, then, more cream and better cream, and as a natural result makes more money.

Fifth. A good cream separator will make your young stock thrive.

It is a fact, which long and careful experimentation have proven to be a fact, that separator skim milk, with the impurities removed, fed to the young stock will make your calves veal for a better price, will make your young pigs and other young stock thrive. Skim milk costs less than the whole milk, or any of the many substitutes, and therefore not only makes money, but saves it as well. Prof. Hunziker, of Purdue University, at Lafayette, Indiana, an authority on all the branches of dairying, says in one

of his bulletins: "Where the milk is run through the separator after each milking the skim-milk is of the highest possible value for the calves. It is perfectly fresh and sweet and can be fed to the calves while still warm. It is generally conceded that separator skim-milk is worth about 25 cents per hundred pounds."

And every one of the hundreds of thousands of separator users will confirm this statement, as well as every other statement we have made in this article.

Favorable Decision for Dairymen

The Railway Commission recently heard the complaints of the Manitoba Dairymen's Association in regard to shipments of milk and cream. Dairymen have a real grievance in that a higher rate has been charged for sweet than sour cream; milk shipments have been handled by the baggage department, and railway employees refused to load cans or give receipts for same, so that claims on the companies for losses or shortage were very difficult of adjustment.

Chairman D'Arcy Scott, said that in the opinion of the Board the Railway companies were subjecting milk shipments submitted to them to undue and unreasonable prejudice and disadvantages as compared with the facilities provided for shipping other commodities by railways. Further, the board considered that at places where railway companies had agents the milk cans should be placed on the train by the company's officials, but that at flag stations the loading should be done by the shipper. Flag stations were in the nature of special facilities to the shippers. At all stations, whether stations where the companies had agents, or flag stations, a receipt for the number of cans said to contain milk should be given to the shipper by an official of the company.

"As far as unloading at terminal points was concerned, the Board thought it unreasonable that milk should be left in cars. In all cases companies should unload the milk at terminals. Such milk should be placed where it is not likely to be stolen or damaged. Some kind of receipt should be taken from the consignee for the milk handed over to him."

The Board expressed its intention of issuing a formal order embodying the above points at the end of 30 days, provided no satisfactory arrangement had meantime been effected between manufacturers, dairymen and railway companies.

Without a broad and generous culture a man is apt to get a mental twist, a narrowness which greatly lessens his power.

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The Cream Separator has become the most liberally advertised and widely discussed piece of farm machinery.

It makes a difference to the DEALER whether the Cream Separator he sells gives satisfaction or fails to do so—whether it lasts six months or two years or twenty years.

The DEALER who sells the DE LAVAL Cream Separator and gives his word to the buyer that it will do all that is claimed for it can rest assured that his business reputation is going to benefit and not suffer.

Selling DE LAVAL Cream Separators is like selling GOVERNMENT BONDS—they are both absolutely safe. The DEALER in either is handling the safest and best of its kind. They both help to build business reputations.

The Best Dealers Wanted in Every Locality

Many Dealers will visit the larger Western Exhibitions at Winnipeg, Brandon, Regina, Saskatoon, Calgary and Edmonton this month. Our representatives will be in charge of exhibits of New Improved DE LAVAL Separators at each of these points and will welcome visitors already attached to the DE LAVAL organization as well as those who may wish to secure the DE LAVAL agency.

THE DE LAVAL SEPARATOR CO.

Montreal WINNIPEG Vancouver

Wheat—Ancient and Modern

Wheat is a member of the grass family, and consists of four main varieties: common wheat; Egyptian and English wheat; flint wheat, of which durum and macaroni are sub-species, and a dwarf variety, which is believed to be the kind grown by early races of mankind.

The four main varieties alluded to are subdivided into a large number of species, each having some distinguishing characteristic.

Samples of wheat found in the tombs of ancient races show that it was cultivated in prehistoric times. Efforts to germinate these grains of "mummy wheat" have, however, failed. Chinese records show that wheat was a well-known food in that country nearly 5000 years ago, and in Egypt it appears to have been known even earlier. Different soil and climatic conditions have evolved marked changes in the varieties of wheat grown, and several hard and soft wheats are now produced.

The wheat crop of the world is about 3 million bushels, of which Europe produces more than half. At present the United States is the greatest wheat growing country, but Canada bids fair to take premier place in the course of a few years owing to the enormous influx of immigration and the seeding of great areas of new land to wheat. In addition to the virgin prairies of Canada there are very large undeveloped wheat lands in South America, notably in Argentina, and it is claimed that the northerly portions of the Russian Empire are capable of producing wheat on a large scale.

Wheat thrives best on a rich alluvial soil or on a soil formed by the disintegration of various rocks, mixed with vegetable mold. The wheat lands of Canada are largely of glacial formation and contains a considerable amount of alkaline matter in addition to

humus. The combination of climatic and soil conditions in the Canadian West makes the spring wheat of this country the finest in the world for milling purposes.

There is a strong tendency on the part of the settlers on the fertile prairies to grow wheat crops continuously without rotation or the use of fertilizers, and after a number of years of this procedure the fertility of the soil is seriously affected as wheat exhausts the nitrogen of the soil by causing a rapid decay of the humus, or vegetable matter present. Intelligent use of barnyard manure and proper rotation of crops will, however, ensure the productivity of the land for an indefinite period.

Wheat yields in Canada range from 10 to 40 bushels per acre, but the former figure is exceptionally low. In a favorable season an average yield of about 20 bushels per acre for the prairie provinces is common.

The most popular variety of wheat and the most successful in Canada is Red Fife. The following passage from the Canadian Agriculturist of 1861 gives an account of the origin of this wheat, which was introduced in 1842 by Mr. David Fife, a Scotchman then resident in Western Canada.

"A Glasgow friend sent Mr. Fife, early one spring, a quantity of wheat that he had got from a cargo straight from Dantzic. Mr. Fife sowed it in the spring, but it proved to be a winter wheat that should have been kept till autumn to be put in. None of it ripened save three ears, sprung, apparently, from a single plant—a plant that was to prove a veritable Jack's bean stalk in its growth for Canada.

"Mr. Fife wanted a wheat for spring sowing, and saved the seed from his three precocious ears, planting it the following spring. He sowed it too late and in a shady place—so this fairy tale of

wheat growing tells us—yet at the harvest it stood free from rust when all the wheat in the neighborhood had rusted. Mr. Fife carefully preserved the seed again, and from it sprang the wheat that will perpetuate his name forever in Canada. The searchlight of modern criticism has recently been turned on this charming story. A few years ago the cerealist of the Central Farm discovered that one of his imported wheats from Galicia (three hundred miles from Dantzic) was completely identical with Red Fife. Canada's greatest wheat came to her as a chance grain or so in the wrong bundle!"

At the present time there is a vigorous campaign being carried on in the press and by the various agricultural bodies in favor of more intensive farming, assisted by a certain proportion of stock raising. Mr. William Whyte, second vice-president of the Canadian Pacific Railway spoke recently in no uncertain terms on this subject:

"I know of no more indolent life than that of the wheat-grower. After he has gathered his crop there is absolutely nothing for him to do until the following spring. Because of this we find some westerners leaving their holdings and wintering at the coast or in California. I think if they could be induced to take up the feeding of cattle in the stalls and the raising of hogs, that it would be a blessing to them and to the great plains country as well."

"Years ago southern Alberta was one vast grazing country. Countless cattle ranged there. To-day the great bulk of that land has been transformed into wheat lands. Unless the farmer takes up the work of feeding cattle in the stalls I do not know where the meat supply of the world is to come from. And take hogs. At the present market price of pork

it is quite possible for a farmer to make his poor grade wheat, or the damaged variety, easily worth three dollars a bushel. Western packers tell me there is no better tasting or sweeter bacon than that raised on wheat. So you can see to what advantage the big wheat-grower could turn his surplus crop, provided he did so without making a regular business of it and so glutting the market."

"Anyway the westerner is being forced into diversified farming because of the difficulty in procuring men to harvest his wheat. Look at the great crop there now. It has all to be gathered in a short time or else the wind will break the husks and half of it will be lost. Last year we took out for him an army of 30,000 men. We had some difficulty in getting that number, and what will the situation be as the acreage extends?"

"This year the area sown in wheat in the Provinces of Manitoba, Alberta and Saskatchewan will be from eight to eight and a half million acres. Saskatchewan alone will have about 4,600,000 acres, and there are 90,000,000 acres of arable land between the 49th and 55th parallels of latitude in that Province alone. We have only touched the fringe as yet."

Coming from such an authority these utterances are worthy of serious attention. There are not wanting signs that western settlers are now realizing the benefits of mixed farming, and as time passes no doubt the raising of at least a few stock and milk cows will be part of every farmer's avocation, but the golden wheat will probably always be the staple crop of the Northwest.

"Awful accident in Subway today, father."

Father looked up with interest. "What's that?" he asked. "What was the accident in the Subway?"

"Why," replied Willie, edging toward the door, "A woman had her eye on a seat and a man sat on it."

THE BIG DUTCHMAN ENGINE GANG

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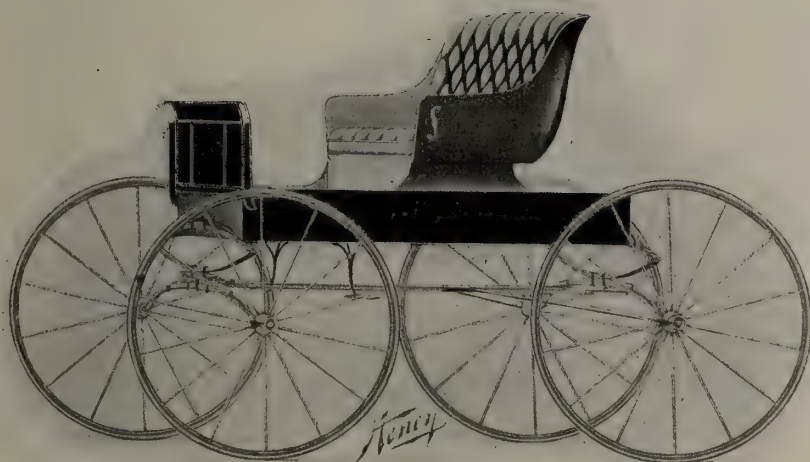
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We are still leading in quality, variety and up-to-date styles in the above lines and it is our intention to hold this position by giving to the trade the best value and the best selling lines to be had in Canada. We want you to visit our Winnipeg Show-Rooms when at the Fair and give us an opportunity to demonstrate the above.

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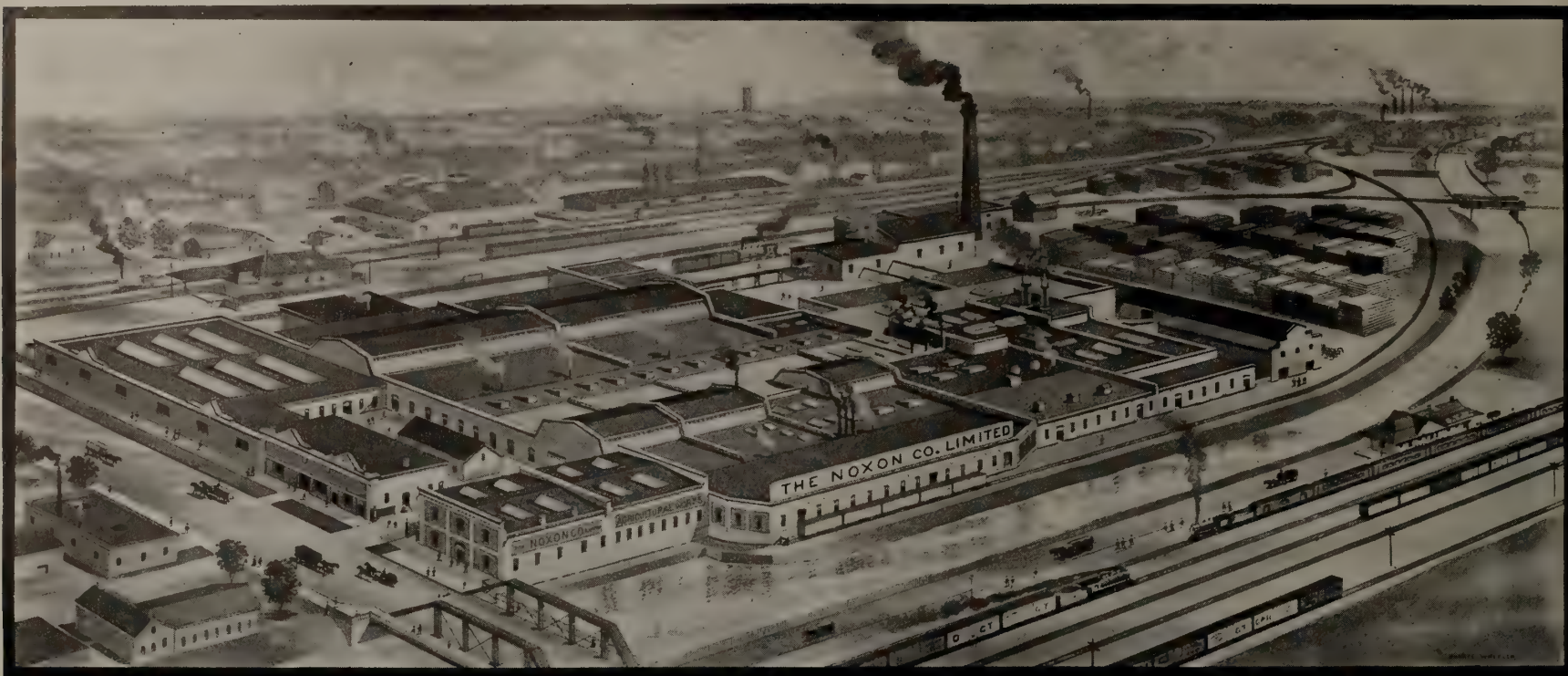
OUR PATRONS WERE HIGHLY PLEASED WITH OUR PRODUCTS IN THIS LINE LAST SEASON AND IT IS OUR INTENTION TO GIVE THEM SOMETHING EVEN MORE ATTRACTIVE FOR THE COMING WINTER



Heney Carriage & Harness Co. Ltd.

166 Princess St., Winnipeg, Can.

Montreal, Que.



Implement Factory of The Noxon Company, Ingersoll, Ont.

Noxon Co's Up-to-Date Implement Plant.

The above picture of the plant of the Noxon Company, Limited, of Ingersoll, Ontario, is no doubt a familiar scene to a number of our Western people who come from Ontario. To those, however, who have never seen this institution, an idea of the size of same will be obtained from the above cut.

The Noxon Co. have been in business since the year 1856, known in the earlier years as the Noxon Bros. Mfg. Co. and later as the Noxon Co., Ltd. The Company have been doing a very large export business for the past few years, in fact, the export trade has engaged practically the entire output. Now, having increased the premises to a considerable extent, by additions and new buildings, the company are in a position to devote part of their facilities to manufacturing machines for Western Canada and have already commenced doing business in Manitoba, Saskatchewan and Alberta, particularly in binders, mowers, rakes, cultivators and disc harrows.

Mr. W. F. Johnston, late of the Massey-Harris Co. is the designer and constructor of the machines which are giving splendid satisfaction in practically all countries of the world. Mr. Johnston has had a wide experience, both in foreign countries and in Canada and the Noxon machines are a standing tribute to his mechanical genius.

Mr. C. W. Riley, the President of the company, is one of Canada's largest cheese exporters also supplying a large amount of dairy produce to the Western markets.

The Noxon Co., Ltd., have retained their independence and are not connected with any other Company.

The plant of the Company is situated in the Town of Ingersoll, between the Grand Trunk Railway on the one side and the Canadian Pacific on the other side, both railroads serving the plant with sidings, making the railroad accommodation as good as any plant in Canada. The Thames river, which flows along the north side of the plant, furnishes the water used on the premises, both for steam and fire protection, and the town being divided almost equally by the river makes the premises extremely convenient for the employees.

At the present time the Tudhope-Anderson Co. are doing the transshipping for the Noxon Co. from their various warehouses at Winnipeg, Regina, Calgary and Saskatoon and both machines and repairs can be had promptly at these places.

International Harvester Co. will Sell Oliver Chilled Plows in Canada.

Negotiations have been completed whereby the products of the Oliver Chilled Plow Works, of South Bend, Ind., will be handled in the Dominion of Canada by the International Harvester Company.

This combining of interests by two powerful factors in the implement business will prove of tremendous importance to the implement trade of Canada. The deal is one of the biggest of its kind ever consummated.

Mr. J. D. Oliver, in an interview granted The South Bend Tribune, confirmed a rumor to the effect that the Oliver company has entered into a selling arrangement with the International Harvester Company of America whereby the harvester

company will market, in the Dominion, the output of the great plant which the Oliver company is planning to build at Hamilton, Ont., except that portion of the product which goes to foreign countries.

The conversation which followed is given verbatim:

"We understand that Mr. Cyrus H. McCormick and Mr. C. S. Funk, of the International Harvester company, visited you recently. Is this correct?" was the first question.

"Yes, they were here on our invitation."

"Is there any business relation between your company and the International Harvester, and if so will you state the nature of it?"

"Yes, there is a connection, and I have no objection whatever to telling you about it. Our Canadian venture has had much of our attention for several months and has been studied carefully, not only from a manufacturing standpoint, but the marketing of product as well. An investigation made of the agricultural section of Canada by a number of our most capable representatives showed us conclusively that the International Harvester Company of America stood far better than any other manufacturer in the agricultural field in the country. Their fair and liberal treatment of dealer and user gave them a standing superior to any of their competitors and we also learned that they were seriously contemplating the manufacture of plows to meet the Canadian requirements. It occurred to us that an arrangement might be effected to our mutual interest, and negotiations were opened with them which have been concluded, whereby the International Harvester Company of America has exclusive sale for Canada, of our manufactures."

"Have they any other arrangements with you?" was the next question.

"Yes, they have been our representatives in Australia for a number of years. This will be continued."

"Will the Australian business be handled from the Canadian factory, or from South Bend?"

"Costs and expense of delivery will determine that question. I am not prepared to say at this time. I feel this deal will prove of great advantage to both interests."

The interview closed with reference to the South Bend plant of the Oliver company and the additional announcement that insofar as the local plant is concerned the trade arrangement with the harvester company will have practically no effect. The deal, however, is one of the utmost interest in this city because of the direct bearing which the agreement will have on the Canadian trade of the great concern.

It is understood that work on the new factory building at Hamilton, Ont., will be pushed and that the entire plant will be completed and put in operation as soon as possible. With the completion and operation of the Canadian plant the deal between the two great implement concerns will become effective.

A good many years ago, in the state of Iowa, there was a small boy hoeing potatoes in a farm lot by the roadside. A man came along in a fine buggy and driving a fine horse. He looked over the fence, stopped and said:

"Bub, what do you get for hoeing those potatoes?"

"Nothin' ef I do," said the boy, "an' hell ef I don't."

THE AUTOMOBILE AGE.

Automobiling is growing in popularity in Western Canada at an amazing rate and forms a sure indication of the prosperity of the country. In the short space of about seven years, the number of cars owned in the West has advanced from less than a dozen to over a thousand. According to statistics there are at the present time about 1,500 cars used in the prairie provinces for pleasure, and in addition to these, motor trucks for commercial purposes are rapidly coming into use in all the industrial centres owing to their economy and efficiency compared to horses. There is no doubt that this rapid development will be even more marked in future years, although we cannot agree with those who prophecy that the horse is doomed to disappear from the highways and merely perform the minor duties of the farm.

Winnipeg was naturally the pioneer city in the automobile business of Western Canada, and to the implement trade belongs the credit. Mr. Joseph Maw was the first Winnipeg business man with sufficient foresight to go after this business. Other towns followed suit. Saskatoon, Edmonton and Brandon soon got into the running and at present

spacious garages and show rooms meet the eye of the tourist in most towns of any importance from Winnipeg to the coast. At Brandon the building of one of the finest garages in western Canada has been recently completed, and at Calgary, Regina, Edmonton, Saskatoon, and many minor towns garage accommodation will be provided during the next few months. In Winnipeg there are now twelve firms handling automobiles solely, and three tire concerns have branch houses here. A large percentage of the cars in use are of Canadian make, the U. S. are very strongly represented, with a sprinkling of French and English machines. European manufacturers have yet to realize fully the extent of the market for their products here. With slight modifications in construction, such as increased clearance, the high class old country cars should find a ready sale in the West.

Cars to the value of over \$3,000,000 have been sold in Western Canada since 1903, and the farming element has contributed no small share of this amount, although the wealthy classes have naturally been the chief factor in the growth of the trade. The country medical man was quick to find the advantages of

the motor car in his profession, where long trips have so often to be made with all possible speed. Commercial travellers in many branches of business also make use of the automobile during the summer months.

As a stimulus to the good roads movement now becoming general throughout the West, the motor car holds first place. It seems likely that great main highways will eventually be constructed throughout the provinces, a condition of affairs much to be desired, both by owners of cars and by the community in general. With good main highways and intersecting roads properly maintained the transportation problem becomes greatly simplified, for farmers at a distance of twelve or fifteen miles from the nearest railroad will find the motor tractor or solves the difficulty of speedily marketing their products. Motor trucks specially designed for the farmer are now receiving much consideration by the manufacturers, and tractors suitable for hauling a string of loaded wheat wagons are already on the market.

The sale of automobiles in country districts falls naturally to the implement dealer, but to make a successful salesman he must know his machine, and be able to convince others that he does. In fact, he must be sure of his ground and have absolute

confidence in his arguments, says the Automobile Dealer, because he never knows when he is going to talk with a man who knows as much as himself—perhaps more. His mechanical education and technical understanding should, therefore, be perfect in every detail. His knowledge of parts and even of repairs should be practical and thorough, and he should be able not only to direct the arrangement, adjustment and repair of parts, but do all these things without assistance. He should be earnest, but not importune, and as good a listener as he is a talker.

He must be good tempered, good natured and pleasant of speech. He should be able to translate the technical into the simple when describing his particular make of machine, and he ought to be familiar, not only with the chief points of excellence in his own car, but also with the main merits and demerits of other makes. He should be ready for every question a possible customer may ask, and anticipate every objection that can possibly be raised. He should let it be plainly seen that he is less anxious to sell than to satisfy. He may need other qualities, but sufficient have been enumerated to lift the high class automobile salesman out of the ranks of ordinary sellers of goods and put him in a class by himself.

Are you going to the Big Fairs?

If so, see our exhibits at Winnipeg, Brandon, Regina, Saskatoon, and Calgary

Canadian Air-Motors, Stickney Gasoline Engines

Stationary or Portable, Gravity or Pump Feed, all sizes. Also the famous

Flour City Traction Gasoline Engines

The most complete and best gasoline engine lines in Canada for the Dealer to handle.

THEY WILL SOLVE THE POWER QUESTION FOR YOUR CUSTOMERS

See our line of Armstrong Quam Mfg. Co. (Successors to Kelly & Taneyhill Co.) New Style

Well Drilling Machinery

Rock and Hydraulic, Elliptic or Cam Drop—will drill wells, any size or depth, also Dempster, Pech, Howell and Cherokee

Well Augers

We carry the largest stock of any House in the West; also a full line of Well Drillers' supplies. Our lines of Pumps, Tanks, Grinders, Saws, Swings—all have special features.

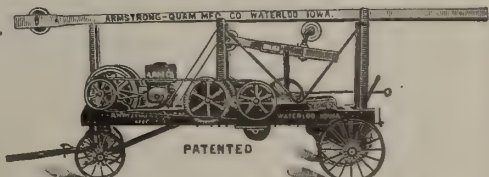
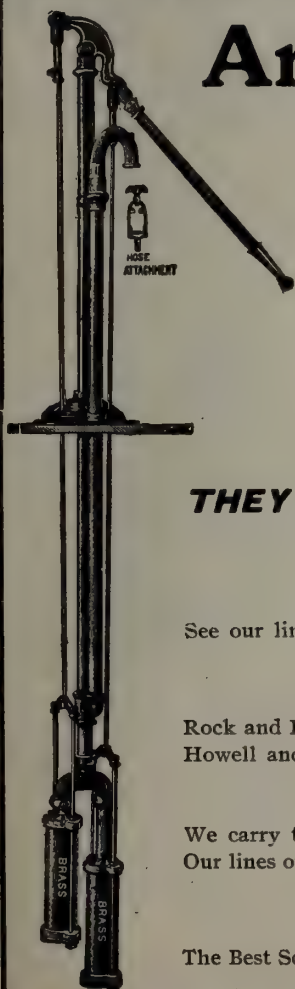
Aylmer Standard Wagon and Stock Scales

The Best Scale ever devised for the farmer.

Get our Catalogue and Prices

Ontario Wind Engine & Pump Co., Ltd.

Logan and Chambers Sts., WINNIPEG
CALGARY TORONTO



TRANSMUTING THE BASE METALS

If the claims of Dr. F. W. Lange, of Scranton, Pa., are substantiated, some scientific theories on the nature of matter will be entirely upset. An Associated Press Despatch to the Globe says that Dr. Lange, a reputable and wealthy physician of this city, today corroborated the report that he had fulfilled the chemist's dream of ages—that he has discovered a simple chemical process of transmuting the basest of metals into the finest of silver and gold. Fumes from Dr. Lange's transmuting furnace in his laboratory brought death to Charles C. Dickenson, the New York banker, who had come here to witness the operation and who, before he died, according to Dr. Lange, pledged all of the financial aid necessary. It was Dickenson's death which attracted attention to the Scranton laboratory.

"My discovery is one which upsets all scientific theories," says Dr. Lange in the statement which was made public recently.

"For four years I carried the secret. It was so great and so wonderful that I did not dare to believe it myself. Night and day for years I demonstrated over and over in my laboratory the wonderful process. I spent thousands of dollars in equipment. I have taken base metals of four different

kinds and successfully transmuted them into silver of the utmost purity—and the product passed successfully the sharpest scrutiny of the best assayers and analysts in the country. I even sent specimens of the transmuted metals to the United States mint, and the report came back that the substance was pure silver.

"My explanation of the process is on the theory of evolution. I believe that evolution pertains to the inorganic as well as to the organic things of this earth.

"After four years of experimentation I decided to give the world the benefit of my discovery. I did not have money enough to exploit it properly, and I interested Mr. Dickenson in it. He came here to witness the transmutation.

"The test was entirely successful. Mr. Dickenson was elated. He jumped to his feet and insisted on looking into the furnace. The metallic gases made him slightly ill, aggravating a weakened condition of his lungs. He developed pneumonia, and died a few days later."

Corn for the West.

Dr. Saunders, of the Experimental Farms of Canada, passed through Winnipeg recently on his

way to Rosthern, where a new farm has been established. He stated that he expected that central Canada would eventually grow large quantities of corn. The farms had been experimenting for many years on corns which would mature in Manitoba and Saskatchewan, and they had now a Dent corn which would ripen as a usual thing. The new wheats with which experiments were being made were also full of promise.

Studebakers move into New Quarters.

The Studebaker Automobile Co., South Bend, Ind., have moved into a new seven-story building at Michigan Ave. and 20th St.

The new structure gives the house of Studebaker one of the most commodious and complete motor car establishments in the world, with ample room to handle the entire galaxy of ready sellers, including the Studebaker Garford, E-M-F, Flanders, Studebaker electrics and Studebaker commercial vehicles with motor power.

Manager E. Louis Kuhns of the Chicago branch and E. Q. Corder of the automobile department agree that they now have quarters meeting the needs of the enormous Studebaker output of self-propelling vehicles.

Dirty Dollars.

A Washington despatch in the Globe says that germs—92,000,000 of them, of manifold variety—were found on a one-dollar bill, microscopically examined at the request of Representative Wiley of New Jersey, according to his statement before the House Committee on Banking and Currency, in support of his bill to provide clean currency by burning all paper money returned to the Treasury.

Among the many diseases found to be circulating about this money were smallpox, scarlet fever, typhoid, tuberculosis, and diphtheria. Another bill, examined by the Agricultural Department, Mr. Wiley said, disclosed the presence of 13,318,000 living bacteria.

No germs were found on metal money. The dollar bills of constant circulation have the most bacteria about them, and it was found that the larger the denomination of the bill the fewer germs it contained.

In spite of the serious risk of contamination involved it is not likely that implement men will refuse any offer of the "long green" which may come their way.

See our Exhibits at Winnipeg, Brandon, Regina, and Saskatoon Fairs.

EVERY ENGINES and "YELLOW FELLOW" SEPARATORS

Proven Best by the Hardest Tests.

EVERY Single Cylinder Return Flue Engines are made in 12, 14, 16, 20, 25 and 30 H.P. sizes. They are the most economical on fuel and repairs. Easiest to fire and smooth runners. The best for the dealer to recommend his customers.

EVERY Locomotive Style, Undermounted Double Cylinder Engines are made in 18, 20, 22, 30 and our new 40 H.P. sizes. Specially designed for heavy traction work. Like all our engines our new 40 H.P. is perfection in engine construction.



The "Avery" Double Undermounted Engine.

EVERY "Yellow Fellow" Separators are built in thirteen different sizes, all the way from 19 x 30 to 42 x 70. Our two latest additions to the ranks of the "Yellow Fellow" line are our 19 x 30 and 22 x 36 Separators. Suitable for operation by gasoline engine.

WHEN ATTENDING THE FAIR let us show you the best thresher line for the live dealer.

Our latest Catalogue on request.



The "Avery" Yellow Fellow Separator.

EVERY COMPANY, PEORIA, ILL., U.S.A.

CANADIAN JOBBERS—

Haug Bros. & Nellermeoe Co., Ltd., Winnipeg

Call at our Warehouse, Fountain Street and Henry Avenue

Edmonton to Winnipeg by Water.

A survey has been commenced to ascertain the possibility of making a navigable route between Edmonton and Winnipeg by way of the North Saskatchewan River and Lake Winnipeg. Explorers have reported that a six or eight foot waterway can be established on this route at a comparatively low cost, with few lockages, as the river has a deep and broad channel for nearly the whole distance. A vote of ten thousand dollars was made in Parliament last session to defray the cost of the survey. The survey will be made under the direction of L. R. Boligny, who was one of the sub-chiefs on the Georgian Bay Canal survey. Five parties will go in and carry on surveying operations on as many sections of the route. It is expected that work will be finished this summer.

Saskatchewan University is Up-To-Date.

We note that the course at the University of Saskatchewan includes a thorough training in all branches of agriculture, the agricultural college being an integral part of the university.

The college will endeavor to

keep abreast of the times in the use of up-to-date machinery. The size of the farm will admit of using a gasoline traction engine, and at the same time provide sufficient work for a large number of horses. The buildings, too, will be equipped with the most modern appliances for farm buildings in the way of elevators, feed cutters, grinders, grain cleaners, etc., while the farm mechanics' building will be equipped with all the types of farm machinery, including road-making machinery, cement work, gasoline and steam engines, as well as the different implements for tillage, harvesting, threshing and cleaning grain.

Travelers Wanted

Two road men who have had experience in Stationary and Traction Gasoline Engines, also Wind Mills. None but first-class, experienced men need apply.

**ONTARIO WIND ENGINE
AND PUMP CO., LIMITED
WINNIPEG**

**WIZARD PORTABLE GRAIN ELEVATOR
WILL SAVE ITS COST IN A SEASON****Construction**

The "Wizard" is built any height, standard 18 ft. legs.

Grain is elevated by cups and conveyed by worm screw.

Mounted on skids but can be operated on a wagon or truck.

Hopper swings back out of the way for wagon.

Leg swings down when moving and rests on frame.

Spout can be swung in any direction, or up or down.

**Saves Time, Worry,
Muscle and Money.**

**It replaces at the least
THREE MEN
and the work of
TWO TEAMS**

**Price
—Is—
Right**

For loading Cars and filling Granaries—it can be operated by horse-power or gasoline engine.

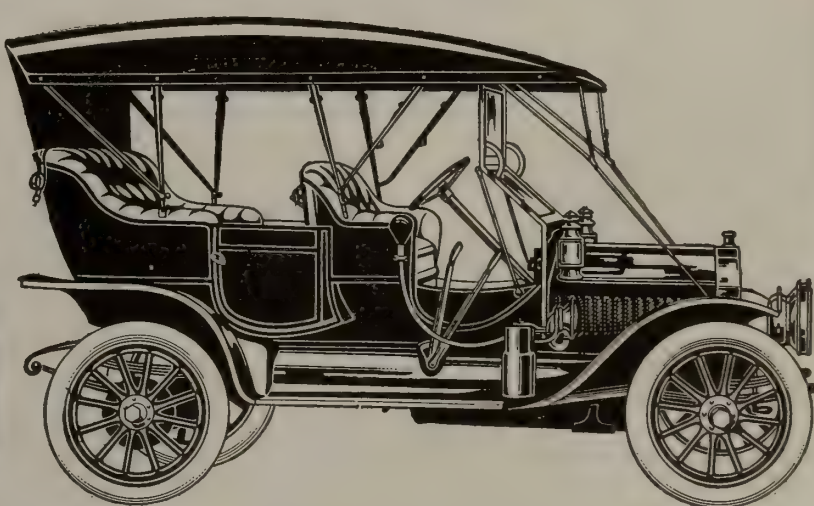


Elevator mounted on truck with leg up and hopper ready to receive grain. Write for Prices and Terms. Agents Wanted.

Our line of Specialties includes: Steel Wheel Trucks, Caboose Trucks, Rotary Plow Harrows, Harrow Carts, Sewing Machines, Disc Sharpeners, &c.

182 Princess St. **Harmer Implement Co. Winnipeg**

McLAUGHLIN HIGH GRADE CARRIAGES. McLAUGHLIN - BUICK AUTOMOBILES



Visitors to the Winnipeg Exhibition are cordially invited to call at our Carriage Show Rooms, and at our Garage, and inspect our large range of Carriages and Automobiles. Address your mail in our care, and make our Office your Headquarters while in the city.

The McLaughlin Carriage Co., Limited, Winnipeg, Manitoba

GARAGE: Corner Portage and Maryland, Phone Main 8484.

DOWN TOWN OFFICE AND SALESROOM: 212 Princess Street, Phone Main 783.

STOCK CARRIED AT REGINA, MOOSE JAW, SASKATOON, CALGARY AND EDMONTON

THE CARE AND PROTECTION OF FARM EQUIPMENT

BY M. R. D. OWINGS, ADVERTISING MGR., I. H. CO.

Since the arrival of dollar wheat, seventy-five cent corn and fifty cent oats, editors, college professors and economists have taken a great deal of pleasure in speaking of the present day farmer as a "business man." They do not always define the term and on close scrutiny it looks as if the so-called "business" farmer was sometimes such largely because high prices of his products had made him prosperous, rather than because of his adoption of more businesslike methods.

It has been well demonstrated that a real business man is successful as a manufacturer in so far as he is able to make mechanical labor take the place of less productive hand labor, and that a real business man as a farmer is similarly successful in so far as he can do the same thing.

But here, very often, is where the resemblance ceases.

The manufacturer invests so much money in labor-saving machinery, he allows so much for depreciation and then proceeds to see that his machine is well housed, well cared for and kept going. He figures that it must pay so much interest on the original investment, plus a profit sufficiently large to equal, ultimately, the original investment. The longer the machine can fulfill the duties for which it was intended, the greater the money returns on the first outlay.

When a farmer figures on the same basis in caring for his equipment, the economic term of "business man" fits him, and generally you can call him an automobile owner as well. But when he invests his capital in expensive machines—and many of them—such as a modern farm nowadays necessitates, and then leaves his plow in the fence corner and his binder in the field and his new wagon under the eaves of his cow shed, he falls short of exercising the right kind of business methods.

Perhaps he makes enough to be able to do all this without noticing the drain upon his gross income. Some farmers figure that way but it is not good commercial doctrine.

The money which a farmer puts into a binder, mower, threshing rig, or other machinery is just as much capital invested as the money another man puts into a machine for making shoes or spinning cotton. It deserves an annual interest and an ultimate profit equally as much, and it is entitled to as thorough care and protection. Furthermore, the laws governing continuity of service apply exactly the same to a cream harvester and a wagon as to a planer or grinder. Of course, owing to the seasonal use of farm

machines, there are lapses of time when certain machines must remain idle. It is at this period that they should be protected. Scientists say that the muscles of an arm wither quicker from inactivity than from over-activity. The same thing is true of equipment, whether on the farm or in the factory. More plows have been worn away by the weather than were ever worn away by service.

True as this is, very little attention has been paid to the science of machine care. Experimental stations will work for years to show how to grow forty bushels of wheat where only thirty bushels grew before. No one questions the usefulness of this work, but it takes the difference of a good many acres to pile up enough dollars to buy a new binder. And yet, very little time is spent in showing how to increase the life of a binder from six to fifteen years. Perhaps they leave it to the common sense of the farmer. If they do, all right, for common sense is really the thing that is needed.

College instruction—ancestral advice—and original research in the care of farm machines can all be simmered down to these three elementary necessities—good roofs, good paint and good lubricants. These three determine whether the days of a machine shall be long in the land or whether it shall soon return to the dust whence it came and another order go to the firm who made it.

Let every farmer attend to this trio. How and when are questions which each must answer for himself—not very profound questions—but very important.

Few people realize how simple and yet how essential such care is and for those who have overlooked this phase of agricultural life, we give the experience of one successful Kentucky farmer which may contain helpful suggestions.

This man ran a big farm in that State and in spite of inefficient help and long used soil, made money. He was a firm believer in the above mentioned triumvirate, and he practiced what he believed. Back of his barn he had erected a long low shed, not particularly showy nor expensive, but dry, and under this shed he kept everything in the equipment line—from grindstone to wagons. In one end he built a homemade improvised paint shop. Although his reputation as a family man in that country was good, it is said of him that he would just as soon leave a member of his family outside all winter as his mower or his drill.

When he finished his plowing, he saw to it that his men brought

the plow back to the shed. He then went over it thoroughly with a coat of white lead and it was left that way all winter. In the spring a little kerosene or turpentine was applied which loosened the paint so that with the first contact of the ground the share came out smooth and shiny like a mirror.

"That plow," said the Kentuckian, "cost me thirty-five dollars. The paint cost about thirty-five cents, and it made the plow last ten years longer. That is just an illustration," continued he, "of my procedure with every machine I own. Every two years I made it a point to go over the binders, mowers, and all the other machines I had on the place, with a good metal base paint. I even painted the knives of the cutting machines the same as I did my plow, and I found that with a little application of turpentine or kerosene they became bright and shiny before the first circuit of the field was completed.

"Perhaps also the question of pride helped a little, because I always liked to have everything about the farm clean and bright. I generally use red because I like that color and because red lead is better than white lead for outside work. I kept even the tongues and whiffletrees of my wagons as good as new. They were mostly made of locust in that country and, when properly painted, would last a century.

"This painting was not just a hobby; I found that it paid, as at one time I sold a binder which I had used steadily for six years for over two-thirds of what it cost me, and I didn't cheat the fellow either. It was practically as good as new.

"I was equally as 'cranky' on lubricants. When I first started farming as a young man, it did not take me long to find out that a hot box generally meant a ten mile trip to town for a new part. I had just about three experiences of this kind and after that the most important bit of barn furniture, next to the paint can, was the oil can. Many a time since then, when I have seen my neighbors tied up in the middle of a workday with an overheated part, I have praised 'John, from whom oil blessing flow,' as the University of Chicago boys say. I used to make it a rule, after each long trip, to grease my wagons with the result that they were always ready and always shipshape. I invented patent dust protectors of my own when none came with a machine, and where this was not possible I kept the exposed parts well cleaned.

"Now all of this might seem rather unimportant to some farmers, or they might think it a great

deal of trouble for nothing, but, in the long run, I never noticed the trouble and I found that it was a good form of economy. I farmed for many years at a time when prices were much lower than they are now, and I made my farm pay. I do not claim that it was all due to my caring for my equipment, but the fact that I made every cent of capital invested in the machines return one hundred cents on the dollar, and then some, had a great deal to do with my prosperity."

Human Hands are Losing their Cunning.

No less an authority than Sir Frederick Treves, probably the most skilful surgeon in Europe, says that in certain respects the man of to-day is inferior to his prehistoric ancestor of the stone age. In particular the human hand has lost much of its skill by reason of the insinuating machinery that is everywhere taking the place of muscular effort. The fine handwriting of half a century ago has been replaced by the typewriter both for business and social purposes. The delicate needle-work of a generation ago has passed away before the sewing machine. The simple arts of old time are doomed to oblivion. Spinning, weaving, knitting, lace making, even cobbling is becoming out of date. It must be a source of satisfaction to the old craftsman to know that in the manufacture of the uppers of a pair of boots some sixteen machines are called into service to perform the operations which he did with his two hands.

In the manufacture of pins wire enters a machine at one end and comes out complete with head and point at the other, at the rate of two hundred a minute, and even then the mechanical process is not finished, for an ingenious contrivance sticks the pins in serried ranks into the paper.

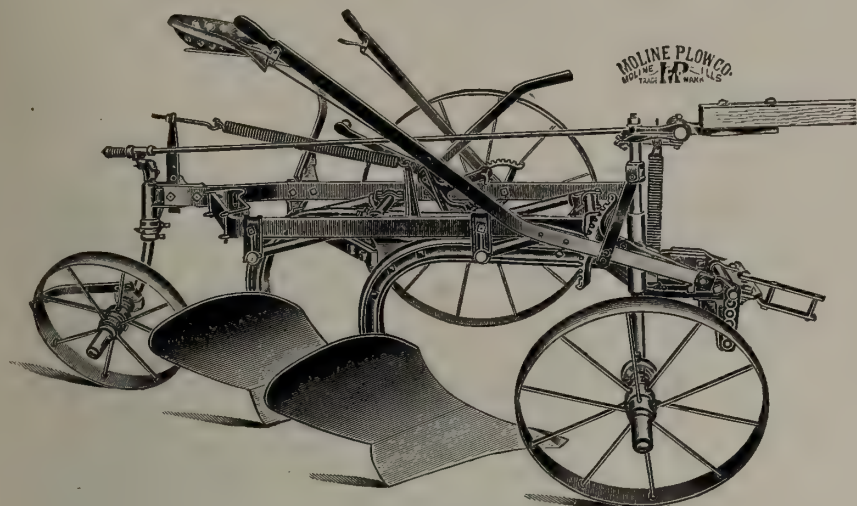
The steam navvy, the trench digging machine, the rock drill, the pneumatic riveter; an unending procession of machines takes the place of handicraft.

The man with the hoe is becoming a rara avis. In these days he merely settles comfortably into the seat of his cultivator and calls on the horse or tractor to do the rest.

This brief recital of the swift inroads of machinery would be incomplete without some mention of the celebrated packing plant in the U.S., where, so they aver, live stock are fed into a gigantic hopper at one end and, after a brief interval, come pouring out of a spout a few hundred yards away all ready for the table—canned and labeled!

MOLINE PLOWS

ARE UNEQUALLED FOR



Best Ever Gang

Lightness of Draft

Ease of Handling

Cleaning in Difficult Soils

Quality of Work

Strength and Durability

High Grade Material and Finish

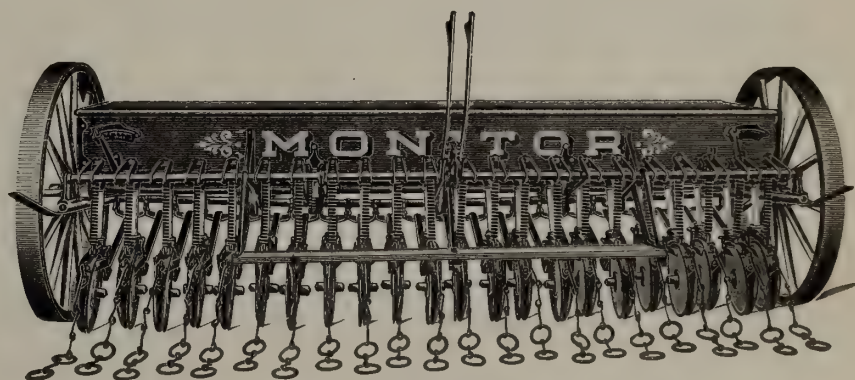
Best Ever Sulky and Gang Plows

Are of beautiful design, the limit of simplicity, have abundant strength and do work with more ease and perfection than has ever been approached by similar Plows. The highest grade material is used. Parts ordinarily weak in other plows are made doubly strong. They have numerous features and advantages that place them by long odds far in advance of the foot lift class.

BEST EVER SHARES DON'T BREAK

DESCRIPTIVE CIRCULAR SENT UPON REQUEST

MONITOR DRILLS FOR 1911



Monitor Drill

Have front delivery double discs, dust-proof chilled disc bearing, with perfect oiling device; swivel scraper arms, compact low down frame, perfectly trussed hopper, etc., etc. They put all the seed in the ground at a uniform depth.

SECURE THE AGENCY FOR 1911 NOW

Our New Catalogue is ready for distribution

Canadian Moline Plow Co., Winnipeg

Calgary.

A. K. Bunnell, of Brantford, special auditor of the Cockshutt Plow Co., and Thos. Cull, collection manager for the same company at Winnipeg, were business visitors to Calgary during May. Before returning Mr. Bunnell made a short trip to Edmonton while Mr. Cull made a visit to Banff.

W. R. Morgan, assistant general sales manager and J. M. Cobourn, western district manager of collections, both of the International Harvester Co., Chicago, were officials of the company to visit Calgary and Alberta lately. J. F. Jones, Canadian sales manager, was also in Calgary for a few days.

The McLaughlin Carriage Co. have moved into their fine new warehouse and garage on Seventh avenue and Third st., west. Their new building is a fine structure of red pressed brick, giving it a handsome appearance as well as providing accommodation of which they have been in urgent need.

J. Campbell, of the Tudhope Anderson Co.'s staff in Saskatchewan, was recently in Calgary for a day on his return from a trip to the Okanagan. W. L. Palmer, accountant for the same firm at Regina, was also in Calgary a short time ago.

T. F. Simpson, field superintendent of the Verity Plow Works, Brantford, spent some time in Alberta the latter part of June.

J. A. Brookbank, general agent of International Harvester Co., made a couple of business trips over Southern Alberta recently as far as Lethbridge.

J. A. Latimer, Calgary manager of the Cockshutt Plow Co., visited Red Deer and Edmonton on business recently.

Allan M. Rae and Mr. Forster, auditors for Massey-Harris Co., spent several weeks with the Calgary branch during June.

Frank Mix, formerly in charge of the Ottawa branch of Massey-Harris Co., has joined the Alberta staff of the same company as chief of the stock dept. at Calgary. H. H. Fitzgerald, of the Edmonton branch, has also been transferred to Calgary to be chief accountant here.

G. C. McDonald, of New Dayton, spent a day in the city recently.

J. A. Wedlake, of the experimental department of the Cockshutt Plow Co. at Brantford, was in Alberta a week in June.

A. W. Trickey, assistant manager of the Massey-Harris Co. here, made a flying trip to Gadsby and Stettler during the last week in June.

The Cockshutt Plow Co. have secured a new site for their Calgary business, having purchased sixteen lots en bloc on Centre st. between Eleventh and Twelfth

avenues, known as part of the Cushing property. These lots have a frontage of two hundred feet on both avenues with 280 feet frontage on Centre street and as they are in the very centre of the city it will be readily seen that this is one of the best sites in the city. In addition, there is a private spur line running through the block lengthwise, giving them a spur track of 280 feet. Owing to the enormous increase in their business their old block, which a few years ago was considered a splendid building, is now entirely inadequate and it is the intention to build as soon as possible. The new site will possibly give the Cockshutt Co. the best site and facilities of any firm in any city in Western Canada and they are to be congratulated on the purchase.

A special meeting of The Alberta Wholesale Implement and Carriage Dealers' Association was held in Calgary on Thursday, June 30th, the meeting being held in Cronn's Cafe at 12.30 where the members first partook of luncheon. Some specially important matters were discussed in addition to the regular routine business.

The conditions in Southern and part of Central Alberta are not quite as favorable as for several previous years, owing to the continued dry, warm weather. Spring opened up unusually early and it has been fine and warm almost continuously ever since, with the result that from lack of moisture the grain is very light and short and it is doubtful if there will be more than 60 per cent. of an average crop. From Calgary north conditions improve until in a good part of Northern Alberta crops are probably better than they have been for years. The result is naturally very keenly felt in the Implement trade as the binder, mower and rake trade in South and Central Alberta will not amount to a great deal. Of course, with a week's rain at once, conditions could even yet improve a great deal and we are therefore looking for rain.

The Alberta Provincial Fair, which will be on from June 30 to July 9, promises to be the best on record. The entries are almost double previous years and even exceed very largely those of the Dominion Fair held here two years ago. With fine weather the Fair is an assured success and particulars of it will appear next issue.

The Canadian Northern is now an assured fact in Calgary as they have bought almost all the land they require for right of way to the proposed station. They came in from a most unexpected direction and had nearly all the land for their right of way secured before any one got wise to their route. They enter the city from the south and come through the

blocks between Centre street and First street, west, and their station will probably be within 300 yards of the C.P.R. station and will face on First street, west.

How he got an Order.

"The hand that rocks the cradle" once helped me to get an order, writes Nat. P. Nichols in the "Harvester World."

I was sent into a territory where neither the canvasser nor the blockman had made a single sale. Both were so discouraged that when they saw a farmer they'd hide in a fence corner, or, if the farmer had a dog, they'd climb a tree.

I came in with the idea of encouraging them, and possibly I kind of acted chesty about it, for they straightway steered me up against the hardest proposition in the country, a chap who believed all he read about canvassers in the penny paper and believed that even they suppressed most of the facts.

I did not know this and went after him that afternoon. He received me all right; that is, he told the dog to lie down, and I began.

I followed that man from house to barn, thence to the hog pen, thence to the mail-box, thence to supper, and, all the way, it was like talking to a moving fence-post.

It was a liberal education for the canvasser, and it would have been instructive to a bull-dog.

Then at supper I saw things: Mr. Hardnut had a boss.

I saw in a flash that the hand that rocked the cradle in that house also cradled the rocks. When she wanted anything from the kitchen, all she said was, "Let there be movement," and there was movement. He was docile all right.

I got busy at once on the new task and helped the boys with the chores, fixed the fire, did a "sum" for the little girl, and when the time came to put the children to bed I gave the baby a good-night kiss.

This made her fairly beam at me, and when I rolled up my sleeves and offered to dry the dishes, the sale was made.

She did not let me do it, but sent me in to smoke with John. When she returned to the sitting-room, all she said was:

"John, you have needed that binder for two years; you had better order it now."

John hunted up the pen and signed on the dotted line—and he seemed glad to do it.

Opportunities in Oriental Trade

Last year many people were surprised to learn that the exports of flour and wheat to the countries of the Orient aggregated over 20,000,000 bushels. This export of American foodstuffs to China and Japan has been a factor in commerce for some time, but, until late years, an unimportant one.

It is evident that the export

trade of breadstuffs to the oriental people will be of great importance in the future. Several causes are at work to bring this about. One of them is a rapidly increasing population both in China and Japan. The infusion of Western ideals is tending to greatly reduce the crime of infanticide in China. In Japan a settled government has caused population to increase very rapidly since the rule of the feudal nobility and Shogun has passed away. Another factor is the changing of habits and ideals of living—slow, it is true, to make headway among the yellow race—but nevertheless sure.

It is to be expected that an increasing trade in farm implements may also be looked for in the Orient. The American plow has not its equal in the world and will no doubt gain popularity as its superiority becomes known when contrasted with its English and German rivals in this field of commercial activity.

Care of Farm Engines.

Prof. A. R. Greig, in a contributed paper entitled "Farm Power: How to Avoid Accidents in operating Steam and Gasoline Engines," gave some very practical and useful information. The burden of his message was "Anticipate your troubles by careful inspection and by keeping your engine clean." He pointed out that 80 per cent. of all boiler accidents, were due to mismanagement, wear and tear. All boiler explosions, the most destructive of all boiler accidents, were due to one of four things, weak design, poor material or workmanship, corrosion or general wear and tear, mis-management. The government had protected the purchaser from the two first evils by providing very rigid specifications with which all engines must comply before coming into the province; the third cause, corrosion and wear and tear, were in the hands of the engineer. Any engineer who allowed scale to accumulate was increasing the wear and tear and also the cost of running the boiler as one-sixteenth of an inch of scale meant a consumption of 15 per cent. more fuel and one half-inch of scale meant 60 per cent. more fuel. Scale, however meant more than this. It allowed the sheets to become hotter. Placing a blanket of scale between the water and the sheet led to undue expansion and later to leakage. The average life of a traction engine in the Canadian West was about seven years. The average life of a separator was about four years only. In Saskatchewan about \$20,000,000 was invested in these machines, and by proper handling the life of these machines could be doubled, which would mean a saving of \$3,000,000 or \$4,000,000 annually.

Customers wrote this Ad.

They Know!



Taking water from the great C.P.R. irrigating canal ditch 25 miles east of Calgary. See affidavit of Dixon. This engine has more efficiency than any plowing engine working in Western Canada.

American-Abell E. & T. Co. Ltd.,
Calgary, Alberta.

Gentlemen:—I have run one of your 26 H.P. engines for five days for H.C. Gardiner, of Delroy, Alta., breaking prairie sod that has not had any rain for the season and made what I call an exceptional record. I have run plow engines of different makes for seven years previous to this year and consider this the best engine I have ever run.

I make the above affidavit which you have my consent to use if it is of any benefit to you.

(Sgd.) W. R. DIXON.

I have run American-Abell Engine No. 2124, 26 H.P. Special Plow engine for H. C. Gardiner & Son, of Delroy, Alberta, for five days. We made an average of 25 acres per day using about 2700 lbs. of coal per day. We pulled eight 14 inch plows 4 inches deep in dry prairie sod. We never made a single stop for any cause in the five days except to take coal and water. This is the smoothest running engine I ever saw and the easiest kept in repairs considering the load we were pulling; this engine is equipped with the new American-Abell balance valve and I run this engine locked up in the third notch which notch I put in myself.

(Sgd.) WM. R. DIXON.

Sworn to before me this 1st day of June, 1910.
WM. MACLAREN, Commissioner, etc.

American-Abell E. & T. Co., Ltd.,
Regina, Sask.

Scott, Sask., June 7th, 1910

Dear Sirs:—I have been somewhat slow in writing you in regard to our 32 horse power engine purchased from you this spring, thinking I would give her a thorough trial before crowing over the fact that we have others to beat. To say that we are pleased and satisfied with her is putting it mildly because she will sure plow. We are hauling ten plows where we could just as well handle twelve; thirty or thirty-five acres per day is a walk away. We have just finished one section and will begin the next to-morrow.

Steam plowing is no experiment if you have the power we have, with everything so handy, especially the gear pump, coal bunkers and water tanks which are on this engine.

We make two miles without stopping, then only to take coal and water which only takes a few minutes. The two syphons for unloading water makes it easy for the water man.

You need not be afraid to put this engine in the field with them all. I think she is rightly named "The Cock o' the North Line."

Yours respectfully,

THE ANN ARBOR SASKATCHEWAN REALTY CO.
Per (Sgd.) C. B. Smith, Manager.



Forty minutes' work after dinner with a 32 h.p. American-Abell engine owned and operated by Alec Creelman, Gull Lake, Sask.



26 horse power American-Abell Engine breaking up the famous West View Stock Ranch near Carbon, Alta., just rounding the curve on the banks of the beautiful Knee Creek. Owned and operated by the Hon. D. I. Pope & Sons. Easy to turn stock ranches into great wheat fields with the aid of an American-Abell special plow engine.

American-Abell Separators and Plowing Engines are World-Beaters

We are not exhibiting at any of the Fairs in Western Canada this year but will have a complete line of our goods in operation at all of our Warehouses. We cordially invite you to make your headquarters with us.

We Represent:—The Advance Thresher Co., Battle Creek, Mich. The Minneapolis Threshing Machine Co., Hopkins, Minn.

AMERICAN-ABELL ENGINE & THRESHER CO., LTD., WINNIPEG
Factory, Toronto. Distributing Houses: Regina, Calgary, Edmonton

Keep Out Undesirables. WOODH

The present Canadian Immigration regulations have been unfavorably commented on by the newspapers of the British Isles, and these criticisms have reached the press of Canada through the cables. Two regulations especially have been the subject of attack, the first requiring immigrants coming to employment other than farm work, or, in the case of females, to domestic service, to have in their possession at time of landing the sum of \$25, in addition to railway transportation to ultimate destination; the second providing that the consent to immigrate to Canada (required by law to be granted by the Assistant Superintendent of Emigration for Canada in London, England, to such charity aided emigrants as he considers suited to this country) shall be given only to such as are suited for, willing to accept, and have assured employment at farm work.

There is a strong movement afoot to have these regulations abolished or altered, in spite of the fact that a large number of undesirables continue to be dumped in this country, greatly to the detriment of our cities. It is this wholesale exodus of the uneducated, unfortunate and poverty-stricken which has caused the reputation of the worthy British settler to depreciate, and we imagine that the better class would for their own sake prefer to see some restriction placed on an influx of paupers.

Canadian Farm Implements, in common with most newspapers of Canada, wishes to go on record as heartily in sympathy with legislation which is directed at the exclusion of this class of immigrant. Surely Canada is in a position to judge who shall or shall not be allowed to enter this country. There is nothing very harsh about the regulations mentioned. In our opinion those who are unable to raise the small sum of \$25 in their native land, in addition to their transportation, are not likely to find their earning power very much increased in a country where conditions are so different to those they have been accustomed to. Under these circumstances numbers of destitute persons have become a charge and a burden on the communities where they have miserably failed to make good.

Something You Ought Not to Miss.

Once more the Great Winnipeg Industrial Exhibition comes round, and visitors from the far corners of the Dominion will throng the Western metropolis. Every station in life, every industry and every nationality will be represented, and not least among



CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

Established in 1904 and Published Monthly by
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CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

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them our friends the implement dealers. For them the Fair has a special attractiveness, in that the railway companies offer a low rate of fare from all points, and they have the opportunity of inspecting the stocks of manufacturers and jobbers, who make a very special effort to interest dealers at this time.

Without dwelling upon the manifold attractions of the Industrial, Canadian Farm Implements sincerely wishes every implement dealer, after having feasted his senses on the greater delights, to make a little trip to the eighth floor of the Union Bank. A brotherly welcome is not to be lightly regarded in a great city, and the manager has a box of cigars that burn and smell real good for the delectation of visitors. No. 822 is a cool, quiet retreat from the madding crowd and offers an opportunity not only for a friendly chat and a rest, but for obtaining information on business subjects which, perhaps, would be difficult to find elsewhere.

To cut it short, come and see us, you will be heartily welcome.

Crop Prospects.

Recent Crop Reports show that grain of all kinds, in all parts of the country, is doing well. In spite of some cold snaps in May the growth has been wonderful and the first three weeks of June were ideal. In most sections rainfall has been sufficient but in some districts more moisture would be beneficial.

Taken as a whole, crop conditions are excellent and many re-

ports say prospects are better than ever before at this season.

The sales of farm lands in the West have been something to wonder at. A real estate man who was recently in Winnipeg gave reports of transactions which would surprise even the most credulous. Already this year, he said, the Canadian Northern railway have sold close on half a million acres at an average price of \$11 per acre. The greater part of this was sold in large blocks, and a fact worthy of notice is that wealthy citizens of the United States are the most eager to buy these western lands. A great deal of flax is being sown on these large tracts, and the owners expect to get a return almost sufficient to pay for the land the first season. The development of the Goose Lake country, in Saskatchewan, is phenomenal, and in fact the demand for wild lands has never been so great in the history of the country.

Implement dealers would do well to take advantage of the good times. A full stock of the highest quality machinery and vehicles should be displayed in the warehouse. Remember the tendency of prices is upwards, you are practically sure to be paying more for implements next year than at present. Every newcomer should be energetically canvassed, and preparations made to get a share of what promises to be the bumper harvest of Canada.

Check the Devouring Flames.

Statistics compiled in the U.S. show that in the year 1909 \$204,-

000,000 worth of property was destroyed by fire. The ever-increasing fire loss has stimulated engineers, manufacturers and others interested in fire protection to redoubled efforts in the search for materials and methods which will resist ignition and the spread of flames. Tile, vitrified bricks, terra-cotta, concrete, and numerous other fire-resisting materials have been developed for building purposes. The roof, which is a special source of danger, may be protected by various spark proof materials, such as metallic shingles, zinc sheets, cement coating, etc. The authorities claim that from 27 per cent. to 50 per cent. of conflagrations are the result of flames being communicated to adjoining buildings by burning sparks and embers falling on an inflammable roof.

It is said that an asbestos roofing is being largely used on factories and large buildings in the States, which, if reports are true, approaches closely to an ideal material for this purpose.

Asbestos is one of our most interesting minerals, and possesses remarkable qualities. Although as it comes from the mines it resembles any other rock, when scientifically treated it may be woven into fabric as light as silk, rolled into sheets and combined with other materials for roofing, laid into ropes and where fireproof substances are necessary made use of in countless other ways. Added to this its fibres are soft, white and delicate and resist the action of time.

High grade asbestos plaster is fireproof, sound proof and holds together tenaciously when subjected to the action of water. Asbestos ore, as it comes from the mine, is worth about \$200 per ton, but after it is stripped the long fibres are worth \$1500 per ton.

One Sale Makes Many.

Most men are great imitators, and dealers who have both eyes open will find in this characteristic an opportunity to make capital. If a well-to-do individual buys an automobile it is not long before some other man in the community gets a buzz-wagon; either from pure, undiluted envy and fear of being left behind socially or because it really looks good to him and he wants it. In both cases it is evident that this tendency to follow the leader must be beneficial to the man who is ready to take advantage of it. Among the number of new machines and implements now on the market for the convenience of farmers are some which the agricultural community do not buy so freely as the staple lines. They want to be "shown," and the very best sell-

ing argument the dealer has is to refer to a patron who has purchased the machine in question and found it satisfactory. It is an old and true advertising saw that "a satisfied customer is the best advertisement." If, then, the implement dealer can exercise his persuasive powers sufficiently to induce one of his wealthy patrons to purchase a machine comparatively untried in that district, the chances are good that he will soon be able to make a similar sale. The thin edge of the wedge which is represented by the first sale, leads the way to a swift expansion, and the fissure quickly opens up, making room for many other orders.

High Praise for Canadian Writer.

Reviewing Miss Agnes Deans Cameron's book, *The New North*, the *London Spectator* says there are pages with distinct literary charm, and we find these as we approach the land of the Eskimo. The spirit and vigour of her portraits are undeniable, and she has the knack of seizing on certain traits of habits and speech which bring the Indians, the Hudson Bay men and the Eskimo vividly before us. There are a host of entertaining facts, stories, little touches of character and scenery, which appear on every page, and make the book most entertaining. It is an astonishing country this New Northland, and we do not suppose any one quite understands how vegetables and grain can be grown up to the Arctic Circle; but the fact remains that its agricultural capacity is, latitude for latitude, quite unique as well as something of a puzzle. Miss Cameron fell in love with the Eskimo, who seems to have discovered the art of being cheerful. Those who feel the fascination of the life of the Great Dominion will find anecdotes of all sorts and conditions of men, from Bishop Bompas downwards, in this interesting record of a summer excursion.

Implements Supplant Hand Labor.

Radical changes are taking place in every branch of agriculture by the introduction of improved implements. The farmer now has a simple, economical power at hand in the form of the gasoline engine, and the more arduous work of the farm, such as threshing, grinding feed grain, sawing, pumping, etc., is no longer performed by horse or hand power. The gradual introduction of gasoline and steam tractors, for performing such operations as plowing, harrowing, cultivating, mowing and harvesting is certain to reduce the number of horses used on large farms, thereby reducing the space employed as

shelter and the investment of capital in farm buildings.

Such long and tedious labor as hand milking will in the course of time be eliminated, for recent improvements in the milking machine indicate that it has come to stay, and it is actually in use at the present day. The separation of cream from milk by machine methods has long passed the experimental stage, thereby further reducing the drudgery of the farm.

Work in the garden has been made a greater pleasure by the introduction of miniature farm implements.

The improved implements and machinery of the present day enable this western country to supply its people and many others beyond the seas with their daily food, and we may well conjecture regarding what the future may bring forth in the way of labor-saving machinery. The manufacturer who stocks his plant with the most modern machines for turning out the latest agricultural implement may find his factory out of date in a very few years. The farmer finds it necessary almost every season to procure some new implement in order to keep up with the times and keep down the cost of production.

price. It takes time to earn and maintain a reputation for selling the best goods in town, but once attained, the people whose wants are worth catering to will surely patronize the store where they are certain of obtaining honest goods at an honest price.

Road Material.

The old country road-making in Ontario was a most inefficient, if not useless process. In some parts of the province farmers did their "road work" by simply plowing up the road and making it almost impassable. In other cases want of drainage and the use of unsuitable road material were responsible for making roads practically useless for a good part of the year. In later times, and in our own city of Winnipeg improper road metal has been used. Some of the leading streets in the city are still made of "Macadam." These are periodically given a coat of crushed stone. The crushed stone used is made up of broken fragments of limestone brought from the quarries belonging to the city.

THE DAYS OF THE WINNIPEG EXHIBITION

Wednesday, July 13.....	Automobile Day
Thursday, July 14.....	Manufacturers' Day
Friday, July 15.....	School Children's Day
Saturday, July 16.....	Travellers' Day
Monday, July 18.....	Thresherman's Day
Tuesday, July 19.....	Citizens' Day
Wednesday, July 20.....	Farmers' and Press Day
Thursday, July 21.....	Americans' Day
Friday, July 22.....	Ladies' Day
Saturday, July 23.....	Review Day

Altogether, the whole system of farming and consequently the businesses connected with it are undergoing a revolution.

The Best—Not the Cheapest.

A business built upon the foundation of low prices is a house built upon the sands. The dealer whose one and only method of attracting trade is to cut down his prices stands a good chance to lose out the moment another man adopts the same tactics but goes one better. The bargain hunter's trade is not desirable, for it is unstable, wandering as it does from place to place, always allured by the candle flame "I sell cheaper than the other fellow."

Quality is the firm rock on which to build; safe above the storms and treacherous currents of the sea of business. The trade which comes to such a house may come more slowly, but it has the virtue of stability; it is composed of those who want the best, rather than the cheapest, and it is becoming well known that the best is the cheapest, regardless of

While these are easy to crush yet in a season the broken stones are ground down to dust if the traffic be any way heavy. This then becomes a fine white dust which is blown in upon the houses, and it is very irritating. When wet it becomes a sticky paste upon the street. This should be avoided by bringing harder stone from the Laurentian rocks along the C.P.R. east of Winnipeg. These are harder to crush but are more permanent, less dusty, and make a firmer road bed. France has taken the lead in this matter by establishing a laboratory where the different kinds of paving stones are scientifically examined. Winnipeg needs to take the lead in this direction.

The lighter a body is the higher it will be carried by the whirlwind. Don't overburden your business with too many development schemes at once, and you will stand a better chance of being whirled up by the wind of good fortune.

Geniality on some people looks as much out of place as would a set of driving harness on a wild buffalo.

Personals.

Prouse & Holcraft are commencing an implement business at Bow Island, Alta.

A. Stewart succeeds to R. J. Grey, implement dealer at Oak Lake, Man.

Ross Bros. have purchased the implement business of Wright & Stirton at N. Battleford, Sask.

J. A. Howse has opened an implement warehouse at Strassburg, Sask.

W. B. Edwards, implement dealer at Crossfield, Alta., has discontinued business.

J. G. Murray, of Didsbury, Alta., has gone out of the implement business.

Florence & Phillips have opened an implement warehouse at Phippen, Sask.

An implement business has been commenced at Springside, Sask., by W. C. Davies.

George Beattie is starting an implement business at Carlstadt, Alta.

J. W. Doig, implement dealer at Russell, Man., spent a few days in the city recently.

Williams & Zarn Bros. have commenced an implement business at Gull Lake, Sask.

John Auchmurtry, of Sedley, Sask., spent a couple of days in Winnipeg in the early part of June.

A general store and implement warehouse has been opened at Chauvin, Alta., by Lewis & McLintock.

Patterson & McFadyen, implement dealers at Shellmouth, Man., are succeeded by McGillivray & McFadyen.

William Morrow, who formerly conducted an implement business at Holland, Man., has given up the trade.

Wallskachuck & Ponschuk are reported as successors to Kenneth McLean, implement dealer at Ethelbert, Man.

P. W. L. Briar, manager of the Brandon Implement & Mfg. Co. was in Winnipeg for a couple of days on business.

Fred Weed, manager of the De Laval Separator Co., has just returned from a trip west as far as Calgary on business for his firm.

Klein & Krousher, implement dealers at Goodeve, Sask., have been succeeded by Miller & Houser.

The implement business of F. C. Bauer at Hume, Sask., has changed hands. John Bauer is now in possession.

The hardware and implement stock of J. A. Gouin, of Montmartre, Sask., has been sold by auction.

R. C. Anderson, sec-treas. of the J. I. Case Plow Works, of Racine, Wis., spent a few days in

the city in the interests of his company.

N. O. Berve, Saskatoon manager of the John Deere Plow Co., has just returned home from a visit to Winnipeg and Moline, Ill.

Edward Ellwood, manager of the Empire Cream Separator Co., has just returned from a visit to the head office of the company in Chicago.

Mr. Hillburn, president and manager of the Ayr American Plow Co., Ayr, Ont., was in Winnipeg on business for a few days recently.

M. P. Roblin, formerly with the American Seeding Machine Co. in Alberta, has gone on the road for the Canadian Moline Plow Co. in northern Alberta with headquarters at Calgary.

R. A. Hickling, formerly with the Manitoba branch of the Massey Harris Co., will take care of central western Manitoba and central eastern Saskatchewan for the Canadian Moline Plow Co.

P. J. Grout has returned to Winnipeg after an absence of three and a half years in Minneapolis. Mr. Grout is again on the road for the Hero Mfg. Co., for whom he travelled before leaving for the south.

Ed. Cahill, manager of the Gray Campbell Co., Ltd., of Moosejaw and Winnipeg, is at present on a visit to the East. Mr. Cahill is combining business with pleasure and is taking his family along.

E. C. Taylor, who was recently in the service of the Kingman Plow Co., of Omaha, Neb., will cover western Saskatchewan for the Canadian Moline Plow Co. He will make Regina his headquarters.

A. W. McCartney, who was previously with the I. H. Co. in northern Alberta, has taken over the northwestern Saskatchewan territory for the Canadian Moline Plow Co. with headquarters at Saskatoon.

Thos. Addison, formerly with the American Seeding Machine Co., and lately with the Sylvester Mfg. Co., will travel in southwestern Manitoba and southeastern Saskatchewan for the Canadian Moline Plow Co., with headquarters at Brandon.

M. R. Seed, of the office staff of the Aylmer Pump & Scale Co., of Aylmer, Ont., spent ten days visiting the Winnipeg branch of the Ontario Wind Engine & Pump Co., which concern for the past year have controlled the sale in Western Canada of the output of the Aylmer plant.

H. E. Lambe, representative, and J. B. Prosser, superintendent of the motor engineering department of Marshall Sons & Co., Ltd., of Gainsborough, Eng., are staying in Winnipeg until after the Fair, when they will visit Calgary, Lethbridge, Regina and other western points.

We are pleased to note that Mr. I. C. Nelson, of the Brandon Implement & Mfg. Co., is around again. He is fast recovering from the unfortunate accident which laid him low for a time, and does not anticipate any lasting results, although for the time being he is somewhat a cripple.

E. S. Strachan, western manager of the John Watson Mfg. Co. since his first connection with the company has made a number of trips to Ayr, Ontario, all of which have been important, but on the last occasion Ed. did not return alone. With him came his blushing bride, nee Miss Jessie Watson, who is a sister of Archie G. Watson, formerly manager of the company in Winnipeg and well known in implement circles. Ed. and his bride have our heartiest congratulations and good wishes.

W. J. Berry, assistant manager of the Canadian Moline Plow Co., has just returned from a trip to the West, taking in many of the principal places between

Winnipeg and Battleford. The trip was Mr. Berry's first and the tremendous expanses of prairie were a revelation to him. He reported crop conditions as good.

M. A. Seed, of Pelham Heights, N.Y., a director of the Ontario Wind Engine & Pump Co., and also of the Aylmer Pump and Scale Co., spent ten days in Winnipeg looking over the present and future plant of the Ontario Wind Engine & Pump Co. While in this city he was the guest of the western manager, J. M. Reid.

Frederick A. Seed, M.D., cashier of the O. W. E. & Pump Co., was married June 11 to Miss Margaret M. Reid. The bride is the daughter of J. M. Reid, Winnipeg manager of the Ontario Wind Engine & Pump Co. The happy couple received many beautiful gifts and spent their honeymoon at Detroit Lakes. As both were known to us personally we take pleasure in wishing them all happiness in their union.

The Raymond Mfg. Co. Ltd. have moved into more commodious quarters at 80-82 Lombard St., where they will be better able to take care of their expanding business. They have made arrangements with the Winnipeg Sewing Machine Co., 624 Main St., to handle their retail business in Winnipeg, which will leave them free to attend exclusively to the wholesale end of their trade.

A presentation was made to S. H. Chapman, general manager of the Ontario Wind Engine & Pump Co., at Toronto by the directorate, managerial and office staffs at Toronto on June 20. The occasion was Mr Chapman's 50th natal anniversary and a handsome cabinet of silver was the gift. Addresses of congratulation and appreciation of his long and untiring efforts on behalf of the company also formed a part of the program.

Frank B. Chandler, representative of the Aspinwall Manufacturing Co., Jackson, Michigan, with Canadian Branch at Guelph, Ontario, who has been spending about three months in Europe, demonstrating and selling Aspinwall Potato Machinery, arrived home on the Kaiser Wilhelm, May 31st. He was met in New York City by Mr. C. G. Rowley, manager of the Company. Mr. Rowley had been in the east a few days calling on some of their eastern connections.

Trust Busters not Needed.

Where there is the smoke of battle there is something doing, as a rule. In the United States, says John Evans in the National Irrigation Journal, where trust-busters are found on every corner, it is generally conceded for the sake of argument that there are trusts. In Canada, and particu-

larly in Western Canada, trust-busters have to earn their own living.

Back of this is a spirit the American does not understand. He takes it for granted that railroads and any company big enough to do business where others fail is not only a trust—which has several noble meanings in the dictionary—but a great big ogre that kills women and eats children and oppresses mankind.

When the Dominion of Canada—and everyone admits that there is no better policed or more generously governed country—withdrew from public entry 3,000,000 acres of the finest farm land in Bow River Valley in beautiful Southern Alberta and turned it over to the Canadian Pacific Ry., there was no hullabaloo such as accompanied the withdrawal of some thousands of acres by Secretary Ballinger recently.

This system was to be created by the Canadian Pacific Railway at an expense of several millions. It was then to be operated under the irrigation laws of Canada and the land was to be sold to the public, with appurtenant water rights for ever, at a nominal yearly rate per acre. The government did not part with the water supply, because it could not. The ownership of the water is in the government and cannot be alienated.

Suppose a railway should be given such a tract of land in the United States. Is there any mind that can conceive of the hue and cry that would follow? In Alberta the few settlers were glad of the move. It was their government that did the giving. They knew the government lawyers were quite as clever as the company. They knew, too, that the railways of Canada are regarded as friendly powers, whose success depends absolutely on the prosperity of the people. They know that rather than fight them, the railways would make a sacrifice for them—not through any abstract sentiment, but as a cold, hard business proposition.

So the Canadian Pacific Railway built the irrigation system in the Bow River Valley, now so widely known to the farmers on this side of the line. Hundreds of thousands of American, German and British settlers are settling there. Calgary and other cities are growing. Western Canada has a soil which Prof. Thomas Shaw of the University of Minnesota says is potentially richer than all the mines in the United States and Canada. But all these advantages would not make the land worth a dollar an acre if the railway had not made it possible to market the crops; and the irrigating system would not exist if the railway had not built it up at its own expense, trusting to the future to make the investment good.

FOR DOMINION DAY

JULY 1st

THE CANADIAN PACIFIC RAILWAY

Announce a rate of Fare and
One Third for the Round Trip



Tickets will be on sale June 29 to
July 1st inclusive. Final return limit
July 4, 1910.

**GRAND
TRUNK
RAILWAY
SYSTEM**

SUMMER TOURIST FARES

NOW IN EFFECT
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States, Boston and New York,
Choice of Routes.
Stop-over Privileges.
Free Side Trips.

Agency for all Steamship Lines and
Cooks' Tours.
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A. E. DUFF,

General Agent Passenger Dept.
260 Portage Ave., Winnipeg, Man.

Hints on Selling.)

The secret of all business success is selling. You, as an implement dealer, must make it your first aim to sell the goods. This is the vital principle of all commercial life—to sell something people need and take in return something you need. It should, then, be the ambition of every person who has something to sell to become a good salesman. By a salesman we mean something different to the individual who merely waits for customers to drop in to his warehouse and give him an order. Anybody can be that kind of a salesman; and, as a matter of fact, a business run on such lines will depend largely on luck, and is never likely to amount to much. But if you want to prosper, to win out in the selling game, you must put up a hard fight, a steady struggle against all obstacles. You must put forth every atom of energy and give all your time to the fascinating game of selling.

It is impossible to devise any fixed rules which will ensure success to all implement men; there are bound to be failures, there are equally certain to be those who barely make a living in the business, and again there are certainly a large number in the path to prosperity. To all, however, suggestions as to a line of attack should be acceptable. The domestic sales manager of the largest implement concern in the world offers the following seven moves in a campaign for securing an order:

Find your customer, Learn his needs, Awaken his interest, Develop his desires, Make your demonstration, Present your argument, Secure the order. He follows this up with some snappy remarks on the same subject: If you are a student of human nature and of the lines you represent, and of trade conditions, you can figure out for yourself how to take all these steps without wabbling, or stumbling—and if you are onto your job, you won't fail many times in your efforts if the prospect has the slightest need for the article you are representing.

Keep your eyes and ears open always, and remember that it is the few words after much thinking that start a customer in the direction you would have him go.

Aim before you fire—but fire!

Liquid Fuel.

One of the questions of interest bound up with the Alberta enquiry into the Waterways bill which is causing trouble is the railways concerned in reaching toward the great petroleum and maltha deposits of the Mackenzie river. The long distance, which

prevents coal from being transported cheaply over the prairies turns our attention strongly to the question of liquid fuel. That coal in Winnipeg should stand as 11 to 7 in Toronto shows the great disadvantage we are at both as to the cheapening of living, of manufacturing, and of course of labor. Now if liquid fuel—crude petroleum—were in sight in the western prairies and accessible, there is no doubt it would supersede the use of coal altogether. Further it is now being discussed in Ontario and Quebec very freely as to why the utilization of the vast power found in the water falls of the whole Laurentian country running along the northern regions of these two provinces should not be utilized to cheapen the cost of heating and power so much that the anthracite from Pennsylvania could be done away with altogether, and the whole of that great expenditure caused by our Canadian winter be kept at home to enrich our people. The same applies at any rate to the province of Manitoba. Meantime we should seek to obtain our liquid fuel from Athabasca. The higher evaporation value of liquid fuel not only enables us to carry more fuel in the same space, but would save 75 per cent. in stoker labor, a great matter where unskilled labor is so dear as in the West. Being in a liquid form this fuel in transport can be carried in parts of a ship where coal cannot be stowed away, and can be loaded by machinery when coal cannot be. The only objection to liquid fuel is that there is not a sufficient quantity in sight in the world to supply the navies, shops and manufacturers that use it. This is an argument that calls upon us to develop without delay the great fuel resources of the Mackenzie Basin.

A Beautiful Hanger.

The Inter-provincial Fair at Brandon will be the great attraction of Western Canada from July 25 to 29. The management have issued in large numbers an artistic hanger richly lithographed in colors, calling attention to this event. The upper part depicts the spacious Exhibition Park and portrays faithfully the details of the buildings, race track and general lay out. For a background the city of Brandon occupies the sky line, the whole being illuminated by the rays of a typical Western sunset. A female figure richly draped, represents Canada, and holds aloft a wreath of olives, typifying the coveted prizes which go to the successful exhibitors. A horse's head, a binder in the golden grain and a bag of No. 1 Hard complete the pictorial portion, while the letterpress calls special attention to the value of the prizes—\$30,000, the attractive program and the spectacular firework display. W. I. Smale, sec'y., will furnish any information needed as to the Fair.

Attractions of the Industrial.

The Winnipeg Industrial Exhibition, July 13-23, expects to eclipse all previous records of the great fair in many ways besides mere length of time. The best display of live stock the exhibition has ever attracted, is already assured from the entries. There is to be a day of automobile races, and an automobile utility contest; two afternoons, one of them Farmers' Day, when heavy and harness horses will be judged on the track—races being annulled for those days; a vast exhibit of 120 head of pure bred Holstein cattle, which are to be sold at auction on the last days of the fair. The Broncho, 2.00¾,

world's champion racing mare, is to tempt the world, the track and her own records on Citizen's Day, and there are to be new and unusual entertainment features.

The entries for the agricultural motor contest have closed with practically every manufacturer of traction machinery whose product is seen in the northwest entered in the lists. The motor plowing test has, in its third year, maintained its position as the foremost open test of tractor machinery in the whole world. Representatives from several foreign governments will be in attendance to watch the results of the 1910 contest.

The plowing contest portion of the tractor test this year will be held in a 640 acre field some distance from the Exhibition grounds, on the Stony Mountain branch of the C.P.R. Five special trains per day will be run during the plowing test days, July 19 and 20, from the Exhibition station to the field, so that interested visitors may go to and from the field without delay or loss of time.

American Air Compressors.

Commercial catalogues of today measure up to a very high standard in regard to typographical treatment, illustration, and general design. A notable example of this kind has reached our desk from the American Well Works, Aurora, Ill., and is devoted to "American" Air Compressors. The firm make a specialty of this kind of machinery for pumping deep bore wells by the Air Lift System, which has solved the problem of water supply for many cities. The catalogue under notice contains 80 pages of finely printed matter, illustrated with beautiful half tone engravings.

NOTICE.

We will not exhibit at the Winnipeg Fair but will have our entire line on display in our large sample rooms, corner of Logan Avenue and Chambers Street. We extend a cordial invitation to all implement dealers to visit us during the Fair. Have your mail and Telegrams addressed in our care and make our office your headquarters. A Belt-Line car going either direction will land you at our door.

CANADIAN MOLINE PLOW CO., Winnipeg.

HISTORY OF HARVESTING MACHINERY.

To accomplish a maximum of work in a minimum of time has always been the goal toward which the workers of the human family have striven; and agriculture is no exception to the rule. A great deal has been done to lessen manual labor for the agriculturist and this is more especially noticeable in harvesting machinery. It has been estimated that the total amount of labor necessary to produce a bushel of wheat has been cut down from three hours to about ten minutes.

History records that in the earliest times crude tools of some kind were used for the reaping of grain. The first of these sickles or reaping hooks were made of flint and bronze, and have been found in excavating for remains of the older nations. In Egypt, upon the tombs of Thebes, pictures of slaves reaping are to be found, and the estimated date of these pictures is 1400 or 1500 B.C. The Egyptian sickles varied somewhat in shape, but in general consisted merely of a curved blade set in a short, straight handle. There is no doubt that the scythe was evolved from the sickle, as the need was felt of a tool which could be used with both hands, and an intermediate step was the Hainault scythe developed by the Flemish people. This tool had a wide blade two feet long and a handle about a foot in length bent at the upper end and provided with a leather loop into which the forefinger was inserted to aid in keeping the tool horizontal. The grain was gathered by means of a hook held in the left hand. The next step in the development of the scythe consisted in making the blade lighter, lengthening the handle, and adding long fingers to collect the grain. The fingers were shaped similar to the blade and mounted on a kind of framework braced to the handle. This device carried the grain to the end of the stroke and left it on the ground ready to tie. On account of its shape the tool became known as the cradle scythe, or cradle, and in various forms it was introduced into America by the first colonists. The American cradle was an improvement over the old-country tools and marked the first important development of harvesting machinery. When it was once perfected its use became very widespread. In certain parts of the world the sickle and cradle are the only tools used for reaping and at the present day they are in use in this country and abroad where conditions are such that binders cannot practically be used.

There are several records of early inventions for harvesting grain, but until the eighteenth

century none of them reached a stage where they could be called practical. Pliny, the celebrated Roman historian, describes a machine used early in the first century which stripped the heads of grain from the stalk. The machine consisted of a box mounted upon two wheels with teeth to engage the grain at the front end. It was pushed in front of an animal yoked behind it, and the grain was raked into the box by an attendant as the machine moved along.

Previous to 1806 there were several attempts to solve the reaping machine problem in England, but none of these were successful. In 1806 Gladstone invented a machine in which many new ideas were embodied; a noticeable feature being that the horse was hitched at the side. This innovation undoubtedly led to the general adoption of the side cut. In this machine a revolving cutter was used, a crude form of guard and an inside and outside divider. The grain fell upon a platform and was occasionally cleared with a hand rake. On the whole this machine was not very successful. In 1808 Mr. Salmon of Woburn invented the reciprocating cutter, which acted over a row of stationary blades. In this invention a forward motion and a reciprocating motion were combined for the first time. A vertical rake actuated by a crank swept the grain off the platform after it was cut.

In 1822 Ogle and Brown, of Remington, Eng., built a machine worthy of mention. In this the reciprocating knife was for the first time a successful feature, and a reel and dropper were also used. It is believed that this was the first reaper on which the operator was provided with a seat.

Patrick Bell, a minister of Canynville, Forfarshire, was designer of the next successful machine. This had oscillating knives about 15 inches long and 4 inches broad at the back, where they were pivoted and worked over a similar set of knives underneath in the same way as scissors. The rear ends of the movable blades were worked by means of an oscillating rod connected with a worm flange on a revolving shaft. In this device was foreshadowed the pitman of the modern reaper. There was also a broad canvas belt working on rollers just behind the cutting mechanism so that the grain was deposited at the side of the machine in a continuous swath. A reel and inside and outside dividers completed the equipment of Bell's invention. At this stage in the evolution of the reaper it appears that any further im-

provements came from Americans. Bell's machine, with slight alterations from time to time, was used in England for several years until the inventions of Hussey and McCormick had demonstrated their superiority.

Hussey's first patent was granted in 1833. He was a native of Baltimore, Maryland, and his patent marks the beginning of a period of wonderful development. Cyrus B. McCormick obtained his first patent in 1834, a year after Hussey, although it is claimed that the McCormick machine was actually in use before Hussey's.

Hussey's first machine was a cumbrous and crude affair. A heavy frame carried the gearing, with a wheel at each side and a platform at the rear. The cutter was operated by a pitman, which was connected to a crank geared to the main axle. There was a series of fingers or guards protecting the knives, which resembled the modern device more nearly than any reaper had up to that time.

The McCormick machine had a reel and an outside divider. The knife edge was like a sickle and worked through wires which took the place of fingers or guards. One horse provided the motive power and the machine cut 4½ feet. The grain fell on a platform and was cleared by an attendant with a rake who walked alongside.

Hussey's machine was probably the better of the two, although the honor for the first successful reaper is claimed for both these men. Hussey, however, did not have the energy and perseverance to win in the battle for supremacy. At first honors were about equally divided, but in 1878 McCormick was elected a corresponding member of the French Academy of Science upon the ground of his "having done more for the cause of agriculture than any other living man." In his native country McCormick has been honored by the Illinois Farmers' Hall of Fame, at the University of Illinois, where a fine portrait adorns the wall.

In 1851 Palmer and Williams patented a sweep rake which cleared the platform automatically at regular intervals, leaving the grain in bunches ready to be bound.

C. W. and W. W. Marsh, of Illinois, were next to the fore. The Marsh harvester was patented in 1858, and had for its special feature an elevating mechanism which delivered the grain to two or more attendants who rode on the machine and bound the sheaves. A company was formed to exploit the Marsh machine, and by the year 1870 the output had increased to 1000 machines. This company was eventually merged into the Deering Harvester Co.

G. H. Spaulding patented the packer as used on modern harvesters in 1870, and this invention was soon made use of by all manufacturers. J. P. Appleby improved the packer and added an automatic sizing device. He also has the honor of inventing the first successful twine knotter, which is used, in a more or less modified form, on almost every machine to-day.

Jonathan Haines, of Illinois, patented in 1849 a machine for heading the grain and elevating it into wagons driven at the side.

A combination machine which cuts, threshes, separates and sacks the grain as it is moved forward is in use in some parts of the West where the grain cures while standing. D. C. Matteson is credited with the first of these machines in 1875, and Benjamin Holt has done much to improve the device.

The modern self rake reaper is used only to a limited extent as the grain must be bound by hand. In the harvesting of certain crops such as buckwheat or peas it is preferred by some agriculturists. It is made generally in a five-foot cut and can be drawn by two horses.

The modern self binding harvester contains the following essential features: (1) a drive wheel in contact with the ground; (2) gearing by which the drive wheel operates the various parts; (3) a reciprocating saw toothed knife driven by a pitman from a crank with fingers or guards which hold the grain steady while being cut; (4) a revolving reel having slats which force the grain to fall on the platform as fast as it is cut; (5) a canvas elevating system which carries the grain off the platform to the binding mechanism; (6) a binder which forms the grain into uniform bundles and ties it with twine. With certain modifications to suit local conditions the self binder is now used in almost every part of the globe where cereals are grown. The binder is absent only among races slow to keep pace with the march of civilization or too stagnant to get beyond the stage where the sickle and cradle hold their own.

Conservation News.

The Commission of Conservation have issued the following bulletin dealing with two important matters which deserve the attention of all thoughtful men.

DESTRUCTION OF LIFE BY EXPLOSIVES

In three Canadian provinces within the past month, magazines containing explosives have accidentally blown up, killing almost a score of people and injuring many others. Hardly a day passes but what the press contains reports of the deaths of workmen engaged in mining or in railway construction from the

careless or ignorant use of explosives. These scattered cases, however, attract but little attention; it is only when a catastrophe occurs in which many lives are lost that the public is aroused to the need of adopting more effective measures for the protection of human life from this danger.

It is interesting to note what other countries have done in dealing with the problem. In all European coal-mining countries regulations have been made against the use in coal mines of such explosives as are known to be dangerous. The United States have an Explosives Testing Plant under the direction of the Geological Survey, where explosives are tested, as to their fitness for particular uses. The names of all explosives that have successfully stood these tests are published in a Permissible Explosives List which is available to the public. An explosives primer outlining the action and uses of the various explosives is also published in order to lessen the number of accidents due to ignorance.

The great industrial development which Canada is experiencing has greatly increased the use of explosives and the number of deaths from the careless use and storage of them has correspondingly increased. Other countries have investigated the subject at

considerable expense. The results of their investigations are available to Canada and it is incumbent upon us to make use of them if we are to show proper regard for the conservation of human life. The establishment of a plant for testing explosives and the more rigid enforcement of law regarding their storage are two things which are most urgently necessary.

The fundamental importance of the subject of public health to our national civilization and industrial efficiency was concisely expressed by the Chairman of the Commission of Conservation in his inaugural address before the First Annual Meeting of the Commission. In this connection Mr. Sifton said in part: "The physical strength of the people is the resource from which all others derive value. Extreme and scrupulous regard for the lives and health of the population may be taken as the best criterion of the degree of real civilization and refinement to which a country has attained. It cannot be said that it has received too much attention, though the Provinces, the Dominion, and the municipalities have health laws and health administrations all doing effective and useful work. There are, however, many branches of the subject, general in the character, which merit attention. The Dominion spends hundreds

of thousands of dollars in eradicating the diseases of animals, and the work, it is pleasing to know, is being done with thoroughness. But no similar effort is made by Province or Dominion to meet the ravages of diseases among human beings, such, e.g., as tuberculosis."

That there is a great work to be done in checking the inroads of tuberculosis is evidenced by the mortality statistics of the last census. In the census year there were 9,709 deaths from the disease in Canada. Or, in other words, twelve deaths out of every hundred in that year were due to tuberculosis. And yet tuberculosis is classed by modern medical science as a preventable disease.

Substitute for Rubber Tires.

A new invention has just been completed by George Westinghouse, the millionaire inventor of the air-brake, of Pittsburgh, Pa. It is an air-spring, and by it Mr. Westinghouse says the expense of running all vehicles now rubber tired will be decreased at least 60 per cent., since the rubber tire may now be dispensed with. It is claimed that the new invention will ultimately reduce the price of automobiles one-half.

The new air-brake idea, which is now being tried in Pittsburgh,

is a series of plungers working on air cushions on the same principle as an elevator plunger. The air-spring is placed under each corner of the frame of an auto and takes up the shock with greater ease than do rubber tires. Each spring for an automobile is a cylinder about three inches in diameter and perhaps ten inches long, the plunger connected with the auto frame working up and down as increasing or diminishing weight requires.

It is claimed by Mr. Westinghouse that an auto fitted with solid steel tires and with the air springs rides more easily than does the rubber tired auto of today. The Westinghouse interests are fitting up autos with solid tires and the air springs for demonstration.

Inter-Provincial Fair Prize List

The Prize List of the Big Brandon Fair is out. It comprises 128 pages of closely printed matter covering no less than 227 distinct classes. Judging by the number of advertisements merchants must have good faith in the publicity and circulation of the List. A special feature is a list of Railway Stations giving Excursion Rates from all parts to Brandon.

Write the secretary, W. I. Smale, if you desire a copy, or any special information.

Diamond Jubilee.

Sixty Years in Business

"LION" BRAND THRESHING MACHINES
ENGINES, STEAM AND GASOLINE, 14 to 30 h.p.



Distributing Plant at Portage la Prairie, Manitoba

Separators in sizes 28 x 42 to 40 x 62, adapted for Gas power. Wind Stackers, Feeders and Baggers. Write for Catalogues. Address:

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EDISON SPEAKS

The public at large are always interested in what Mr. Edison is doing and thinking. Occasionally he gratifies journalistic curiosity, and in an interview granted to the New York Independent his observations on some of the problems of the present and future were picturesque and forceful:

The wastefulness of our present methods of combustion is tremendous. A pound of coal has enough energy in it to carry itself around the world. We are able to extract only a small fraction of its heat and power; the greater part goes to waste. Our best steam-engines use about 15 per cent. of the energy of the coal they consume. With gas-engines probably 20 to 25 per cent. of the energy is utilized. There are various methods being tried out to convert coal directly into electricity without the use of a boiler—eliminating fire and steam. Some of these are oxidation methods. They are scientifically successful, though not yet commercially successful. Oxidation is, of course, a form of combustion. It is slow burning. The only difference between rusting, burning, and exploding is the speed of the chemical reaction. Explosives burn very fast, and though they are used to some ex-

tent as fuel in the propulsion of torpedoes, they are not economical. There is not as much power in a ton of 40 per cent. dynamite as there is in a ton of coal. Everything in nature would burn up if it were not for the fact that nearly everything except coal is already burned up. Iron would burn and make a good fuel—if in a very fine powder—but it has already been consumed in Nature's furnace. Coal is stored-up sunlight; it is the storage battery of the sun, to which we owe about all our energy. We may discover the germ of getting all the power from fuel tomorrow; and then again it may take a long time to find.

Speaking of radium, the great inventor said:

Radium is not combustible. It gives off inter-atomic energy. We don't know how its energy was stored up. A carload of radium would have as much energy as all the millions of tons of coal mined in the United States in a year. Radium is the cause of the earth's heat, according to the view of most scientists to-day. That explains why the earth, constantly radiating vast quantities of heat into space doesn't cool down. The planet would be pretty chilly after all these millions of years if it had

no radium in it. While only small quantities of radium have been isolated, it exists everywhere in water, rock, and soil; it is universally distributed, and a little of it goes a long way. The possibility of harnessing this force for our use is somewhat of a speculation. A radium clock has been made, and it will go several hundred years without winding.

I have a spinthariscopescope, which is a tiny bit of radium, of a size that will go through the eye of a needle, mounted over a piece of willemite. It has been shooting off millions of sparks for the six years that I have had it, and I expect it will be shooting sparks the same way for thousands of years. There will be enough sparks given out by that fragment of radium to cover and illuminate the State of Rhode Island. Some say they travel at the speed of light, others 12,000 miles a second. This speed is the source of radium's power. Infinite velocity makes up for lack of mass.

Mr. Edison made some brief remarks on the new methods of locomotion:

To get rid of friction in our machines is one of the future problems. The only machine without friction that we know is the world, and it moves in the resistless ether. The monorail does not appeal to me. It was a fundamental mistake that our railroads were built on a 4 feet 9½ inch gauge instead of a 6 feet gauge, which we will probably have to come to yet. The aeroplane of the future will, I think, have to be on the helicopter principle. A successful air-machine must be able to defy the winds. If Wright's aeroplane had one-twentieth of its surface, the wind would not affect it. The helicopter principle is the only way to rise above atmospheric conditions. By increasing the velocity of propeller revolutions the size of the machine can be diminished and thereby we vanquish the hostility of the wind. A helicopter could have foot-size planes distributed on a 100 feet to 150 feet circle and controlled from the centre by wires.

Weeds.

A professional man in Winnipeg who was born on an Ontario farm states that it was the rule of the whole family brought up on the farm to invariably pull-up a weed if their attention was in anyway called to it. That is a habit that every Manitoba farmer should adopt. It is a disgrace to have the productive power of the most fertile province of the Dominion threatened by the invasion of almost every species of weed. This is the penalty fol-

lowing the possession of our exuberant soil. It is true the province has passed very drastic laws for the suppression of weeds and we hope that this will be a red letter year for carrying out to the fullest the destruction of crops on farms which have become hopelessly occupied by weeds.

But there is also a private work of every farmer which is necessary to be done if the weed pest is to be ameliorated. Where foreigners or small boys can be got, pulling up the various kinds of mustard, after vegetation has started, much can be accomplished. In Ontario years ago this remedy was very efficacious. But there is a more systematic way of meeting the invasion of weeds. While every variety of mustard may not be killed by the spraying with iron sulphate, yet 9-10 of the mustard plants can be killed by this method. Machines can be obtained at a moderate price for accomplishing this and though some so-called authorities in the province pooh-poooh this method yet experience can be had in the province showing it to be extremely useful. A British firm is also advertising a cheap but most deadly weed destroyer to meet the dangerous sow thistle, which is causing anxiety to many farmers. A united and determined crusade is needed immediately to meet in every way the spread of French weed, sow thistle, rag weed and the whole army of mustards which are springing up to invade all parts of the province.

Cost Accounting Pathfinder.

The associate editor of Farm Machinery, Mr. Frank E. Goodwin, is the author of a book bearing the above title which may be truly said to fill a long-felt want. Its purpose is to bring before retailers in all lines of business every bit of information on the all-important subject of cost accounting. The subject is one of very wide scope, but in this volume it has been sufficiently condensed for any busy man to readily arrive at the solution of ordinary problems arising in the retail business. For those who are doubtful as to where they really stand financially the work will be found invaluable; it consists of 128 pages in cloth cover, very readable type, and nicely printed. Published by the Midland Publishing Co., St. Louis, Mo.

MANAGER WANTED

By Manufacturer for Western Branch, must be an A1 Man. Good Salary and Prospects. Give full particulars. Correspondence confidential. Address: Canadian Farm Imps., 822 Union Bank Bldg., Winnipeg. Manager A.



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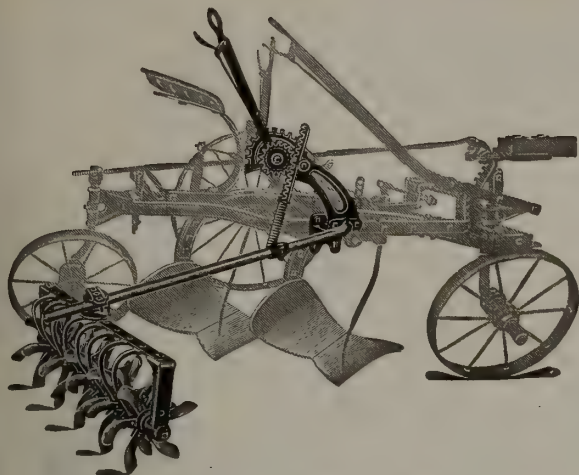
Our Guarantee, which is sent with each rod, helps to sell it.

Write To-day For Samples and Full Particulars.

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Quality of Material and Finish in Construction create the intrinsic value of every tool or implement. These attributes, together with the exclusive Kramer features make it the only successful tool of the kind ever produced.

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ALL OTHERS ARE IMITATIONS

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Compare the matchless construction and the high grade material used in the Kramer with the imitation plow attachments on the market, and it won't take the intelligent buying public long to learn that The Kramer Co. gives more value for the money than any other manufacturer of plow attachments.

No imitation plow attachment on the market measures up with the Kramer Standard Models. If your trade is satisfied with a cast disk construction, or with blades just as they come from the forge, why pay the imitator Kramer Standard Model prices? Our prices on such structures are 30% lower than on our peerless high grade machined attachments.



If you don't know about the Kramer line of plow attachments write at once for catalog and prices on our several models. The wide range in prices will enable the dealer to satisfy and please every customer. Recommended by the Leading State and U. S. Departments of Agriculture. Better clinch the Kramer Agency right now. It will pay you.

THE KRAMER COMPANY'S LINE

will be exhibited at all the principal Fairs in Western Canada, either in their own tent or in the regular Agricultural Halls.

Every dealer calling at our Exhibit will receive a very handsome souvenir.

THE KRAMER CO., Paxton Ill., and Winnipeg.

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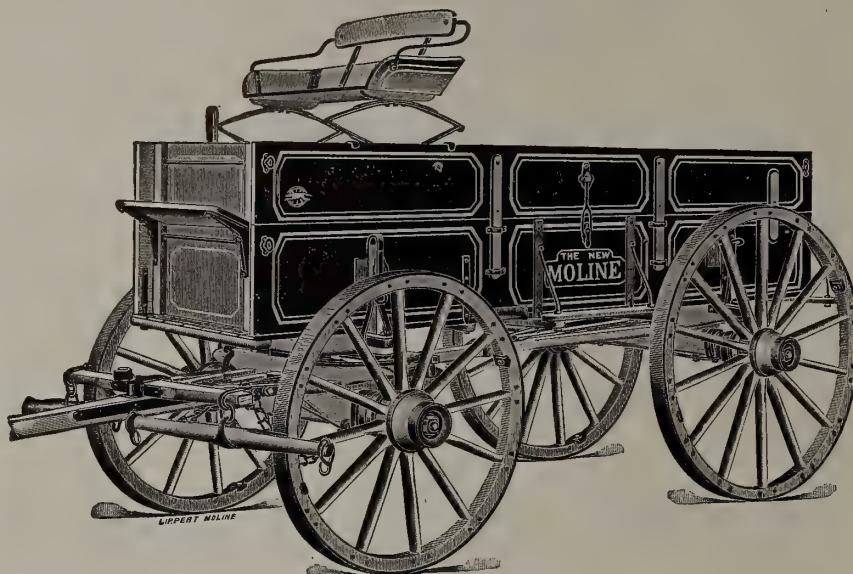


NEW MOLINE WAGON

WHAT CONSTITUTES A GOOD WAGON

FIRST. The most important requisite for a lasting farm wagon is good **WOOD STOCK**. This is the foundation and must be right if the completed structure is to be enduring.

SECOND. The **IRONING** must be applied on proper principles if it should properly fulfil its purpose to strengthen, brace and prevent undue wear of the wood portions. Must be of best quality and good weight, but not prove an interference with that characteristic of the wood which is so essential to the life of a farm wagon—its elasticity.



WHAT CONSTITUTES A GOOD WAGON

THIRD. The **PROPORTIONMENT** of the component parts must be correct, to the end that each member shall be adequate to withstand the strains put upon it, and that none shall be spared any portion of its proper work at the expense of its fellows.

FOURTH. The **FINISH** must be good, with durable paints and varnishes, also attractive in appearance.

FIFTH, and last, but by no means least,

**A FARM WAGON MUST BE LIGHT
OF DRAFT.**

Clad in Iron, Shod with Steel

THE MOLINE WAGON consists of a hardwood foundation, with heavy iron and steel reinforcements. It not only has heavier pattern **woodwork** but the **iron** and **steel** that doubles its durability, is of **extra size, extra weight** and **extra strength**.

—Steel against steel at friction points.

—Iron protecting wood where strain is the greatest.

—Double bracing of gears and grain-tight box. Is it any wonder that farmers call this wagon the "**IRONCLAD**"?

NEW-DEAL WAGON

NEW-DEAL WAGON

Is made of air-seasoned lumber.

Is equipped with double collar skein.

Skins are dust-proof, therefore will hold grease longer and run easier than others.

Skins are heavier; bell is longer and larger, taking more axle.

Has riveted grain cleats (not nailed or screwed.)

Bottom of Box is reinforced both front and rear.

Has clipped gear, both front and rear.

Box is made flax tight.



NEW-DEAL WAGON

Spring Seat, with 3-leaf springs (not single leaf.)

Steel-bolster stake plates on side of box.

Neck yoke 48-in. long (not 42-in.)

Has trussed tongue—cannot break or warp.

Has channel-iron reach—really indestructible.

Is extra well painted, striped and finished.

Possesses a great many distinctive features of merit.

A Wagon you can use with Profit.

JOHN DEERE PLOW CO. LTD.

Winnipeg

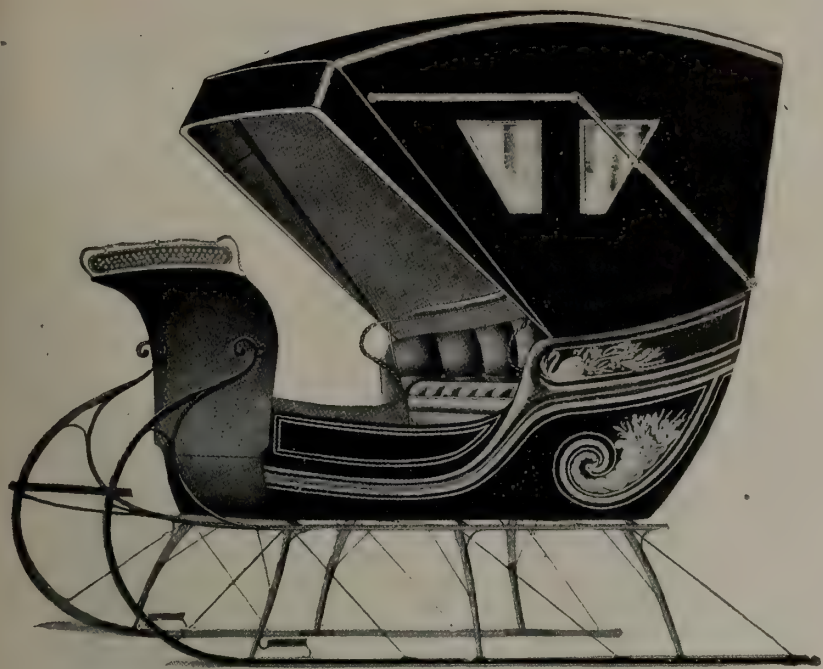
REGINA

SASKATOON

CALGARY

EDMONTON

We are not exhibiting at the Fair but will put up the Greatest Implement and Vehicle Display ever shown in Canada at 110-120 Princess Street. Call, you'll be welcome.



No. 205 1/2 Lady of Snow
With Top and Storm Sides

Our 1910-11 Cutters

Are a Revelation, and we are displaying a complete line on our floors during Fair Week, including some absolutely

NEW STYLES

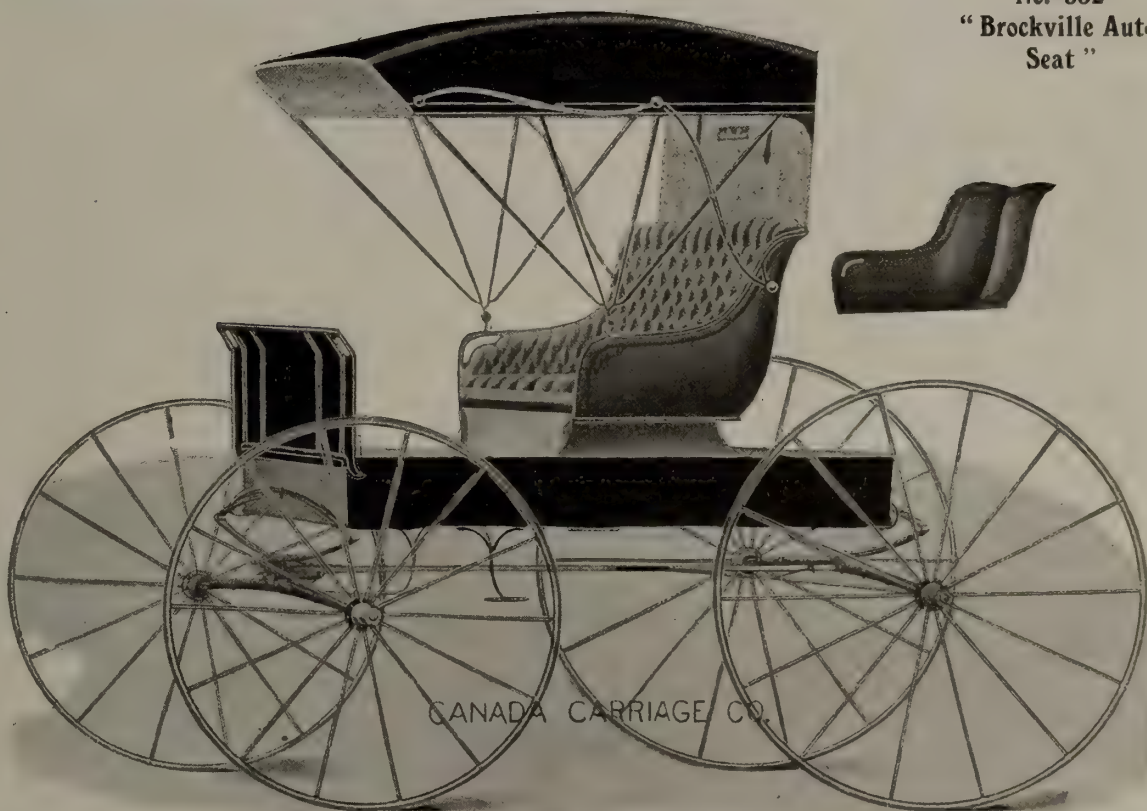
of Elegant and Original Design which will prove Trade Winners.

Brockville Vehicles

"Canada's Standard"

Some Special Features

- The Brockville Steel Channel Perch Construction.
- The Brockville Wrought Three Prong 12-inch Circle.
- The Brockville One-Piece Wrought Steel Continuous Body Loops.
- The Brockville Diamond Reach Brace.
- The Brockville Oil Tempered, Graduated Cast Steel Easy Riding Springs.
- The Brockville Heavy Panel Plugless Body.
- The Brockville Steel Clamp Body Corner.
- The Brockville Full Padded Dashes, with Dash Braces and Rails welded to Dash Frames.
- The Brockville Silk Rubber Top Lining.
- The Thompson "Patent" Truss Brace Shaft.
- The Thompson "Patent" Safety Pole.



No. 552
"Brockville Auto Seat"

CANADA CARRIAGE CO.

The Wrought Iron Line

The Brockville Wrought Iron Line embodies more special features and strong points than any other line of Vehicles offered to the Canadian Dealer.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON

not exhibiting at the Fair, but will put up the Greatest Implement and Vehicle Display ever shown in Canada at 110-120 Princess Street. Call, you'll be welcome.

John Deere Engine Gangs



4, 6, 8, 10, 12 and 14 Bottoms

Big Plows for a Big Country

Why turn a single furrow when you can turn from 4 to 14 furrows at the same time

More John Deere Engine Gangs sold in Western Canada this past spring
than ALL OTHER COMPETITIVE MAKES PUT TOGETHER.
THERE ARE REASONS FOR THIS.

Canada is a country of big farms, big possibilities and big profits—if you are a big dealer.

A general couldn't fight much of a battle with one soldier, and a dealer can't make much money selling one-furrow plows.

Get the Right Gang

Bottoms in pairs give great strength and make the plows run steady. The beams can be braced and each plow steadies the other. You notice these features on a two-bottom horse gang—you can't beat that construction.

Don't Clog

Curved frames give great clearance, and the JOHN DEERE Engine Gang will go through straw, trash, weeds and scrub where other gangs clog and cause trouble.

Screw Clevis

In addition to the regular clevis adjustment, each beam is fitted with a screw clevis when attached to the frame. A man can stand on the platform and adjust any one plow with a wrench while the engine and gang are working. This saves time and is a most important feature.

Works with Coulters

Rolling Coulters can be used on the JOHN DEERE Engine Gang just the same as on a sulky plow.

Level Platform

The platform is roomy, free from obstructions and so arranged that the levers are all in reach.

Standard Sizes

4 or 6 Plows on One Frame 6 or 8 Plows on One Frame
10 or 12 Plows on One Frame

Extension can be furnished for the 12 bottom frame allowing two more plows to be used; making 14.

ILLUSTRATED BOOKLET FREE

Write us to-day for Booklet showing JOHN DEERE Gangs being used with all kinds of steam, oil and gasoline tractors. Don't fail to get this book and learn all about engine plowing. Let us know the names of those in your district interested in Engine Gangs and we will mail them this Booklet.

We Carry a stock of Engine Gangs at Winnipeg and at all of our
Branch Houses. Orders promptly filled,

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON

We are not exhibiting at the Fair but will put up the Greatest Implement and Vehicle Display ever shown in Canada at 110-120 Princess Street. Call, you'll be welcome.

EVERY IMPLEMENT AND VEHICLE DEALER IN WESTERN CANADA
WILL BE MADE HEARTILY WELCOME AT OUR SHOWROOMS

110-120 PRINCESS STREET

NEVER IN THE HISTORY OF CANADA HAS SUCH A MAGNIFICENT DISPLAY OF FARM
MACHINERY AND VEHICLES BEEN AVAILABLE TO RETAILERS. OUR NEW MODELS OF
1910-1911 CUTTERS ARE STRIKINGLY ELEGANT.

WE INVITE YOU TO MAKE YOUR HOME IN OUR BUILDING DURING THE FAIR.
HAVE YOUR MAIL AND TELEGRAMS ADDRESSED IN OUR CARE.

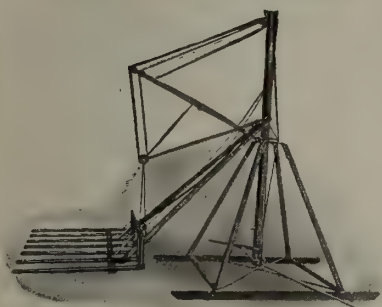
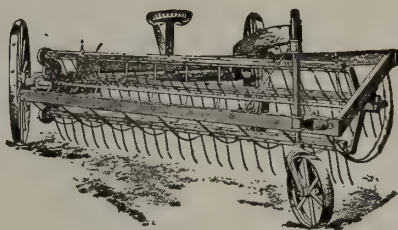
JOHN DEERE PLOW CO., LIMITED



Wherever Hay is raised dealers can make money selling

THE GREAT DAIN LINE

OF HAY TOOLS



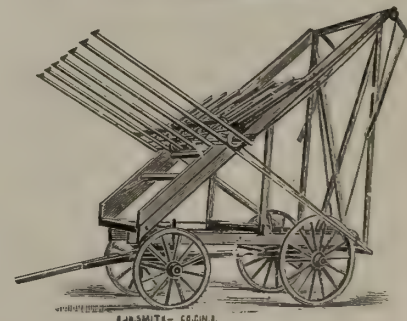
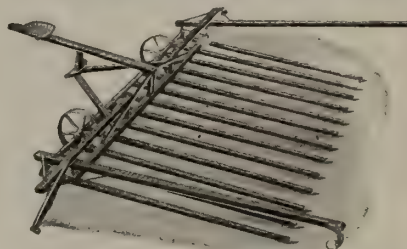
The TIME, HAY, and LABOR SAVING features Dain Tools possess and the supreme satisfaction they give the users, will spread a reputation for efficiency over your entire territory and will cause haymakers to come to you for DAIN Tools.

The Dain Line comprises a variety of tools from which any haymaker's requirements can be supplied with equipment especially adapted for his use.

Write at once and secure the agency for this money-making, trade-building line of Hay Tools.

*The Dealer selling this line of Haymaking Machinery
will control the trade of his District.*

Dain Manufacturing Co., Ltd., Welland, Ont.



JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON

We are not exhibiting at the Fair, but will put up the Greatest Implement and Vehicle Display ever shown in Canada at 110-120 Princess Street. Call, you'll be welcome.

POTATO CULTURE

Potatoes are becoming more and more into favor as a side line with the farming community. Apart from their value as a table delicacy and a good hog food there is an excellent market for the tubers at all centres of population, especially in the spring and early summer. Dealers in farm machinery should bear in mind these facts and see that potato growers are well posted as to where they may obtain modern labor saving machinery, without which it is impossible to reap a profit where the acreage is large. There are on the market several different makes of potato machines for every stage of culture, including planters, both hand and horse; cultivators; sprayers, hand and power; elevating diggers, rotary diggers, etc. In addition it is within the implement dealer's province to carry a stock of Paris Green and the various insecticides for which there will be a demand. There is an excellent profit to be made in pushing the sale of such seasonable articles as the above, and no wide-awake dealer should let the opportunity pass by. It is necessary for him to keep well informed on the up-to-date methods of agriculture in its different phases, and we offer the following resume of potato culture in the hope that it will prove useful.

The potato was introduced into England from America by Sir Walter Raleigh in 1585 but was regarded more in the light of a curiosity than as a staple article of food. The Royal Society of London recommended it in 1663 as a means of safeguard against famine among the Irish peasantry and owing to a failure of the grain crops in 1772 the potato became popular as an article of food. For many years only two varieties—a white and red were listed, but by 1900 agricultural stations in America and Europe were testing the value of as many as 150 varieties at one time. The crop is highly important in Germany, France, Ireland and the United States, and is coming into more general use in Canada as the country becomes settled. As an article of food the potato stands alone in the amount of starch it contains, no less than 18 per cent. of this valuable nutrient going into its composition. In undergoing the cooking process the starch cells expand and rupture, imparting the mealy, palatable qualities for which the tuber is so highly esteemed. The balance of the constituents are water 78 per cent., protein 2.2, ash 1.0 and fat 0.1.

Besides its use as a food the potato is utilized in the manufacture of domestic starch, in the distilling of alcohol, etc. Yields

per acre of 300 or even 400 bushels have been reported, under very favorable conditions and with heavy manuring, but such results cannot be expected on ordinary potato land. In the United States the average yield is about 90 bushels per acre, but with extra care in selection of seed, cultivation, etc., 200 bushels per acre is not uncommon. In a competition for prizes 2,558 pounds of tubers have been produced from one pound of seed—a striking example of the fecundity of the potato.

For the information which follows on the culture of the potato we are largely indebted to Mr. L. A. Aspinwall, of the Aspinwall Mfg. Co., Jackson, Mich., who devoted a number of years to the study of this subject, largely with the object in view of perfecting the machinery used to plant, cultivate and harvest the crop.

A sandy or gravelly soil having a good drainage seems best adapted to produce a fine quality of potatoes. Light land is preferred by all experienced growers, as it has been demonstrated that the potato partakes largely of the soil upon which it is grown.

In the Canadian North-West different varieties have their partisans, and no doubt local soil conditions govern to a great extent the selection of seed. The safest course, however, is to apply to the nearest experimental farm for advice as to the best variety for a given locality.

In preparing the soil deep plowing is advisable in most cases, the potato having a root which naturally requires plenty of depth and room to spread. A heavy coat of manure is often applied in the fall to be plowed under the following spring; the drag harrow then follows and the seed bed is considered ready. Often, however, the settler plants his acre or so of potatoes on breaking, dropping the tubers behind the plow, to be covered by the next furrow. Some good yields have been obtained by this crude process but more often the dense growth of weeds chokes the vitality of the potatoes and an indifferent crop is the result. One acre well cultivated is more profitable than two poorly cared for, and this must be borne in mind by those who expect to make money raising this or any other crop. Manure should by all means be applied with the spreader, and to fulfil ideal conditions should be plowed in as soon as possible. If left on the surface, exposed to the action of sun, rain and air, a constant loss of its fertilizing properties is involved. In the north of England potatoes are extensively grown, and deep furrows are made into which well rotted



The above cut represents, we believe, the largest and best equipped implement warehouse in the world. It is situated at Omaha, Neb., and owned by the John Deere Plow Co. The offices are elegantly furnished and palatial in size though of simple design. The sample room on the eighth floor is a sight not easily forgotten; it extends the whole length and breadth of the building, giving a floor space of 37,000 square feet and the company's complete line is shown.

The great solidity of the immense building was demonstrated by the fact that 100 tons of pig lead resting on a single panel of one of the storage floors caused no perceptible deflection in the floor.

compost or stable manure is placed. The potatoes are then dropped upon the manure and covered by means of a large double mold-board plow which is run between the rows. By this process the manure is evidently placed where it will do most good.

The time of planting will depend largely on the seasons. In localities where dry periods usually occur at the same time each year planting should be early enough to ensure sufficient growth to withstand protracted drought. In Manitoba there is a generally accepted idea that May 24 is the latest date at which potatoes should be planted. Local climatic conditions will, however, govern seeding time; the most important considerations being moisture and soil.

To plant large whole potatoes is expensive, although it favors an upward tendency in the standard of the tubers, therefore most farmers cut the seed potatoes in such a way as to leave at least two eyes to a piece. Opinions differ a good deal on this subject but the two-eye system seems likely to prevail. Cutting by machinery is fast superseding hand work where large quantities of seed are used. There are now on the market cutting machines which make a correct division of the eyes almost equal to hand work at a great saving of time. These are quite simple and inexpensive, generally consisting of a bed of knives on which the potato is pressed down and divided into a number of pieces, depending on its size. The seed then

passes down a chute into a receptacle ready to receive it.

The amount of seed per acre will depend on the size of seed and distance of planting; 6 bushels to the acre would be a minimum amount, where the one-eye system is used and the distance between the rows is thirty inches, thirteen inches in the drill. When planting small potatoes whole ten or twelve bushels to the acre must be allowed according to size and distance.

Depth of planting should be governed by the conditions of soil and climate. In a wet soil, shallow planting with ridge or hill cultivation should be the rule; if dry, level culture will produce the best results. A safe range for average varieties is from 3 to 6 inches, according to soil and conditions.

In modern potato culture the planter is almost indispensable. By its use the seed can be planted at any required depth and perfectly uniform. This is hardly attainable by hand methods. Another important feature is the covering of the seed with moist earth. Cut seed will sometimes fail to come up in very dry weather if not brought in contact with moist soil. With the potato planter one can ride and plant 4 or 5 acres per day in straight rows, deposit the seed at a uniform depth and distribute fertilizer if desired. Cultivation of the crop is rendered much easier where the rows are straight, and the same remark applies to harvesting.

Within the last 25 years the

methods of cultivation have materially changed, and hand work is almost superseded. Under present methods the first operation is to harrow the field about one week before the potatoes come up, using a light harrow or weeder. As soon as the plants appear the cultivator should be used between the rows. Close cultivation destroys weeds and admits air into the soil near the plant roots. Some growers harrow lightly after the potatoes are up; others prefer to cover the young plants with a couple of inches of earth to induce a stronger growth. Clean and deep cultivation should be the motto of every potato grower.

To make a success of potato culture it is absolutely necessary to combat the potato bug with Paris Green and arrest the progress of blight by means of Bordeaux Mixture. For this purpose wheel or hand sprayers may be used according to the area under crop. Frequent sprayings are necessary to destroy the bugs. They thrive best in warm, dry weather and the sprayer should then be used at least once a week. The application of Bordeaux Mixture may be made simultaneously with the Paris Green by mixing the two.

The most laborious part of potato culture is harvesting the crop, and with a large acreage a machine digger is indispensable. Diggers are now constructed on two distinct principles, the elevator and the rotary. The former, by an endless chain of rods carries the potatoes and earth upward and backward from the shovel plow, depending upon gravity for separation. The latter, by a combination of rotary movements, separates by gravity and partly inverts the hills and spreads them to one side of the machine.

Regina

H. H. Kohlman, manager of the John Deere Plow Co., has just returned from Swift Current and reports crops in that section to be excellent.

C. W. Davis, formerly of the International Harvester Co., has taken charge of the Cockshutt Plow Co. sales work on the Pheasant Hills line of the C.P.R. and G.T.P. east of Saskatoon.

Harry Cockshutt, managing director of the Cockshutt Plow Co. and E. A. Mott, western manager, returned from the west a few days ago via Regina and Saskatoon. We understand that while in Saskatoon they purchased a site adjoining their present property, upon which they will erect in the very near future a large and substantial warehouse and offices. Mr. Cockshutt expressed himself as being very well pleased with the crop conditions

and implement business generally. Perry Wells, general agent of the International Harvester Co., has just completed a trip to Swift Current and intermediate points in his automobile.

The plans for the large new warehouse and offices of the J. I. Case Co. are in the hands of the architects and work on same will be started at an early date. The building will be situated on the north side of the city just east of the Reeves Co.

J. P. Minhinnick, provincial manager of the Cockshutt Plow Co., has returned after a week's trip north and east of Saskatoon. He reports the crops were never in better condition in that district and can see no reason why we should not be favored with a crop equal to that of last year. Mr. Minhinnick also states that business in their line has been far above expectations.

C. S. Brantingham, general

manager of the Emerson-Brantingham Co. and Mr. Leithunn, solicitor of the same company, recently visited Regina. Both gentlemen expressed themselves well pleased with the appearance of the country and the rapid advancement of Saskatchewan.

A very successful meeting of the Regina Implement Dealers' Association was held at the Wascana Hotel a few days ago and was well attended.

J. D. Campbell, traveller for the Tudhope Anderson Co., left on a trip to the Okanagan Valley to visit his family, who are spending the summer in that district.

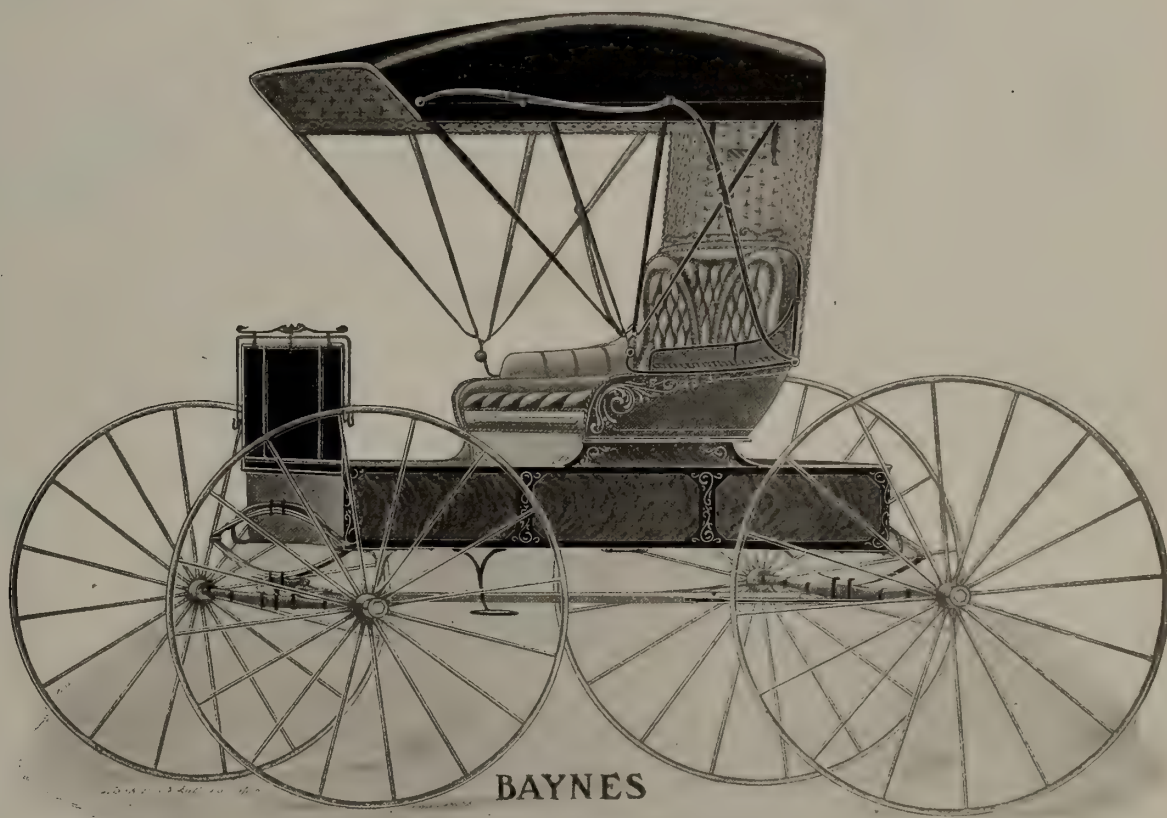
H. W. Cockshutt has left on a ten days' trip to the coast.

The work of grading on the new subway at the corner of South Railway and Albert sts., which has been considerably delayed on account of unfavorable weather, is now being rushed along. The contractors already

have a large concrete mixer and engine on the ground ready to start as soon as the grading is completed. The subway, when completed, will greatly improve the appearance of this corner. In addition to this it is understood that one or two new buildings will be erected in this neighborhood.

The baseball team of the International Harvester Co. were defeated in a city league game by a close margin. The I. H. Co. team have been playing good ball all season and still have a chance of tying for first place by winning the remaining two games in this series. This is the only implement house that has a team entered in the league.

A. K. Bunnell, of Brantford, Ontario, general auditor of the Cockshutt Plow Co., passed through the city en route for Calgary. Mr. Bunnell will stop off at Regina on his return trip.



No. 480 Standard Buggy

We will display a full line of these up-to-date Carriages and Cutters at the show rooms of A. C. McRae, corner King and James Streets, Winnipeg, during the Exhibition and we cordially invite all dealers to call and thoroughly examine these goods or write for catalogue and prices to

A. C. McRAE,
Winnipeg, Man.

W. J. BELL,
Saskatoon, Sask.

Baynes Carriage Co. Ltd., Hamilton, Ont.

Fixed Expenses For Retailers

The cost of doing business is vital to success, and does not apply to retailers alone. "We know to a cent how we stand," said the manager of one of the largest wholesale implement houses on the continent. It is absolutely essential for the retail dealer to know to a cent what his profit is on any and every article he sells, and to know it at the time and on the spot. Guesswork will not do, and leads surely to a tumble. The books must be kept thoroughly up to date, preferably up to the minute, in order that the dealer may, when he curls up in bed for the night, have the comforting reflection of a day's work done at a handsome profit to himself.

Cost Education has been very much to the fore during the past year, and we may well take a leaf from the books of our cousins across the boundary. Various committees of manufacturers, jobbers and retailers have been working along the line of cost education, and at a conference of representatives of all these interests, held in Kansas City recently the movement was crystallized, and a system of cost education organized which has for its sole object the placing of the retail implement business on a basis where reasonable profits will be the rule rather than the exception.

In the following brief resume of fixed expenses we are largely indebted to the Cost Accounting Pathfinder, by Frank E. Goodwin. It is our sincere hope that it may start some retail implement men on the path to better methods, especially in keeping track of the small leaks which are often responsible for the wreck of the business ship.

To successfully conduct a retail business of any kind every cost, no matter how apparently insignificant, must be taken into consideration when figuring selling price in order to make a profit.

It is true that some men have made a success of business who had no knowledge of Cost Accounting. In their case we know success came, in spite of a lack of system, certainly not because of it. Exigencies of local conditions, such as want of competition, in some cases explain how rule of thumb methods may win out, but where one man has made good by guesswork hundreds have gone to the wall.

The first essential for the retailer who desires to know the cost of doing business is a full and accurate record of every transaction faithfully kept from day to day. This means that every nickle paid out, every cent taken in, every credit sale, note, due bill, etc., must be religiously entered in the books. Every dealer should keep his record for at least a year. At the end of that time the costs and sales may be

worked out, and many will find to their surprise that their profit has been exceedingly small or altogether absent. With the help of the year's record, however, a correct profit can be fixed for the future and at the end of another year the methodical, careful dealer will have the satisfaction of finding a nice balance on the right side of his books.

In considering the subject of fixed expenses it is very important not to lose sight of the fact that the dealer must pay himself a salary, and also include in the expense account the rent of the building, if it is owned by himself.

There is some misapprehension existing on the subject of the

er than the man who pays rent. He must charge the business with rent to an amount that the building would be worth if rented to others. From the rent the dealer pays taxes on his property, interest on buildings and real estate, and makes needed repairs, improvements, etc. A safe way to arrive at the rental value is to determine the cash value and rent it to the business at one per cent. per month of the valuation.

Interest on investment is an item of cost which is often neglected by dealers. They expect to find their profits at the end of the year pay them a return upon the money invested. The fact is that all money invested in stock, fix-

Other expenses which can be determined at the beginning of the year are taxes, insurance, water, lights and fuel. The record of the previous year is taken as a guide. All taxes except those on real estate and buildings must be charged to the cost of doing business.

Insurance on stock, fixtures, horses, wagons, etc., is figured in the schedule, but not insurance on buildings. This is a known quantity, and if a policy is issued for two or more years, charge to the account only pro rata per year.

Charges for water and lights will vary with different localities. Where water is furnished at a fixed rate per quarter the charge for the year is made at this rate. If paid for by meter account, the last year's bills furnish a basis to work on.

Fuel is estimated upon the cost of same during previous year.

Incidental expenses are a fertile cause of trouble if neglected. These small, fluctuating sums must be taken into account carefully. Every dollar, dime, even a cent for postage must be entered in the expense book if the dealer would know his true cost of doing business.

A shortage of cash over day-book record is due either to carelessness or dishonesty. Careful business men insist upon an exact balance every day and hold everyone responsible to a strict accounting.

The expense for office supplies forms a considerable item. The various books, letterheads, billheads, notes, monthly statements, and stationery of all kinds must be charged in the expense book on the day received. If a typewriter is used, charge must be made for new ribbons, carbon sheets, repairs etc.

Amounts paid the local newspaper for advertising must not be omitted, also cost of all handbills, circular letters and postage for same. Exhibits at local fairs must be charged to advertising.

Dealers are generally called upon to make a number of donations to different causes during the year. If the business pays these charge it on expense book.

Subscriptions to local and trade papers must be charged to the business if received at the store for its use and benefit. In this account a year's subscription to Canadian Farm Implements should never be overlooked. Mail \$1.00 to Canadian Farm Implements, 822 Union Bank, Winnipeg, and enter \$1.00 in expense book. If your subscription is not due you will be advanced one year by the publisher. If in arrears, send enough to cover it.

Telegrams and phone messages may sometimes account for discrepancies between cash and day book; see that the charges for these are entered in expense book. All sums paid for drayage and cartage are charged to expense but not express; this

Car Coming!

Henry Stuart Dudley, in Smart Set.

A ribbon of open road
Beneath a summer sky;
Far whirls the sand like a phantom hand;
"Car coming!" is the cry.

From beyond the dim horizon,
Where green and azure meet,
Comes a muffled throb like a choking sob,
Or the hum of a busy street.

'Tis the song of the mighty motor
And the drone of the whistling air.
There's a hand of steel on the steering wheel
And above it the goggles glare.

The strength of a hundred stallions
Is straining beneath the hood;
The crowd leaps back from the dusty track
As from one of Satan's brood.

On each side ride Death and Horror,
Straight ahead Success and Fame;
With a crash and sigh it flashes by;
'Tis surely a wondrous game.

It leaped up out of the distance,
And into the distance died;
And Time and Space in the straining race
Dropped backward side by side.

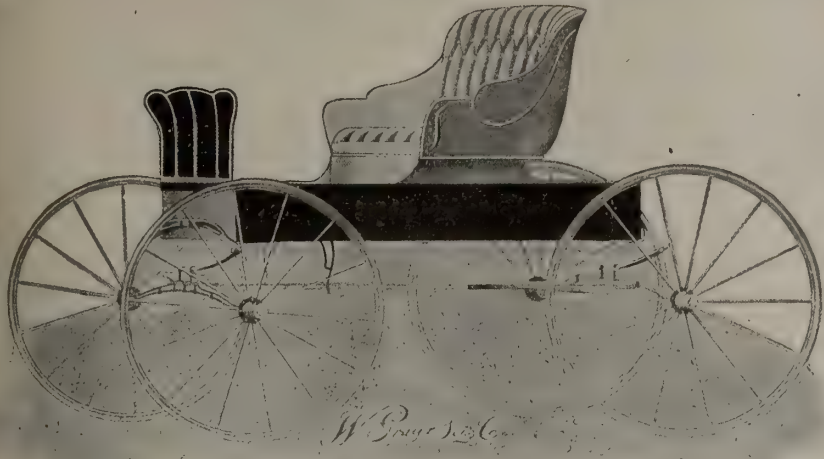
dealer's salary. Many retailers will declare that a salary charged to themselves would put the price of goods so high that they would lose business. If this is the case it would be better for them to retire and work at a salary for another person.

With regard to the amount of salary a dealer should pay himself. It must be remembered that the proprietor is worth more than his men. If he pay his best clerk \$15 a week he should pay himself at least \$20. The owner of the business carries the responsibility and worry and should be the best paid man.

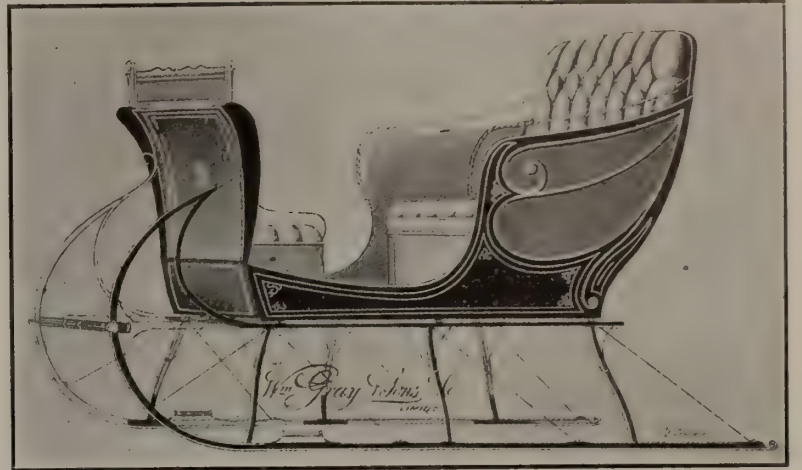
If the dealer rents his warehouse from other parties he will charge up to selling expense just what his rent amounts to. If he owns his building it is a mistake to imagine he can sell cheap-

tures etc., should be charged with interest just as if it were loaned and this must form part of the cost of doing business. This does not apply to the investment in real estate and buildings.

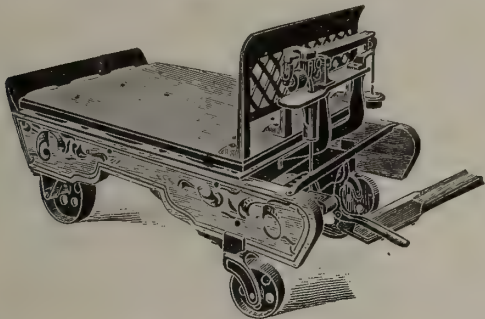
Interest on investment is determined by taking a complete inventory at the beginning of the business year. This will include the total capital invested in stock, store fixtures such as show cases, lighting apparatus, heating appliances, office desks and furniture, safe, books, typewriters and all miscellaneous fixtures necessary to carry on the business, including horses, wagons, buggies, etc., actually used in the business. Interest should be charged on the total at the same rate one would have to pay a local banker or business man for the loan of the money.



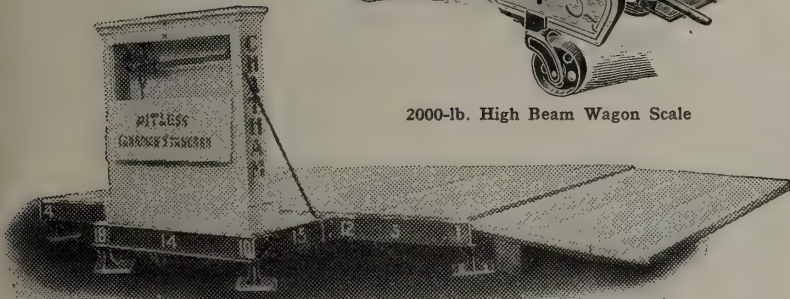
238 Batsche Wagon with Steel or Cushion Tyres



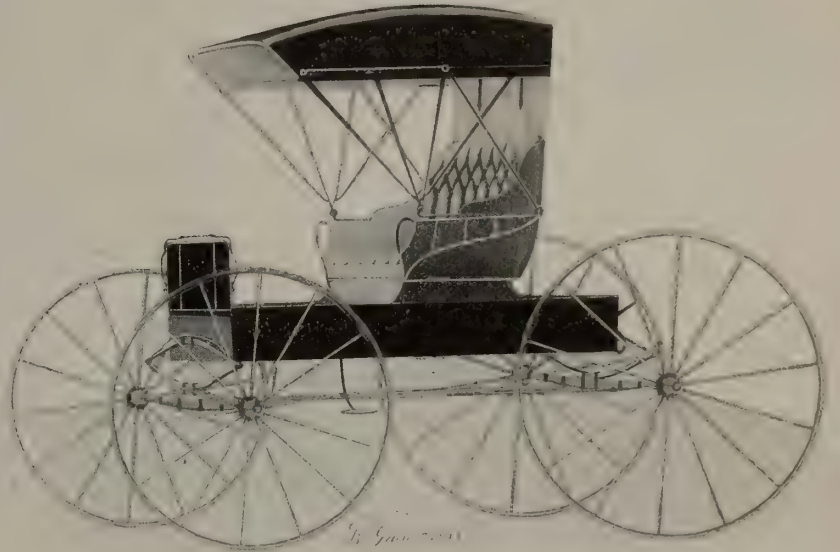
76 Cutter—Tecumseh Belle



2000-lb. High Beam Wagon Scale



5-Ton Pitless Scale—The kind Farmers are now buying



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The Gray Line of High-Grade Carriages and Cutters

Combine the fine touches of the designing artist with ease of draft, comfort in riding and durability in service.

The Campbell Line of Fanning Mills, Farm Scales, Kitchen Cabinets, Picklers, Vacuum Cleaners, etc., are leaders and a profitable line for agents to handle.

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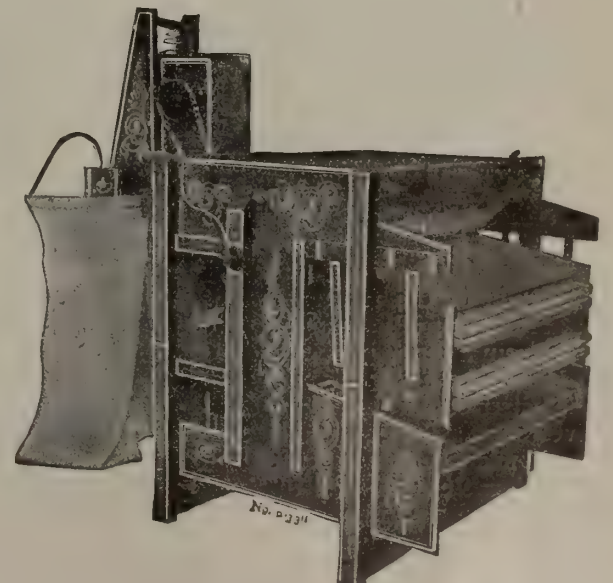


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Look us up during Fairs
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We have Large
Stocks at

BRANDON
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EDMONTON
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Fanning Mill. The mill that separates and grades perfectly.

USES OF CONCRETE

Concrete is an artificial stone, and while considered comparatively modern, was used in very early times by the Babylonians, Egyptians, Greeks and Romans. The Romans especially made free use of concrete in building their walls, aqueducts and roads, some of which exist to this day.

The fact that concrete can be moulded into any form desired is one of its most valuable qualities. Its usefulness extends from the solid block for a sea wall to the intricate decorative design of a capitol, and its plasticity enables the engineer to embed in it steel and iron reinforcement.

The useful sphere of concrete has gradually expanded of late years owing to the demands of engineering construction. But it is not alone the fire-proof skyscraper which calls for this material. The farmer, who a few years ago paid little or no attention to concrete, is now realizing that it embraces the entire field of building construction and that it has exceptional advantages over lumber for many purposes. From an economical standpoint concrete is vastly superior to wood when we consider its durability, cost of maintenance, immunity from fire and low first cost. The cost of maintenance in many cases is practically nothing, a statement which does not hold good for other building materials.

Protection against loss by fire is, perhaps, the most important of the virtues of concrete. It frequently happens that valuable horses, cattle, implements, hay and grain are destroyed by fire in a very few minutes, and the prospective builder would do well to give due consideration to the advantages of fire-proof warehouses, stables, barns, and outhouses in addition to dwellings. Insurance companies make a substantial reduction in their rates on concrete buildings, and some owners of such feel sufficient confidence in their safety to carry no insurance.

The correspondence columns of agricultural journals show a large number of enquiries on this subject, and these publications now devote considerable space to cement and concrete articles. Cement companies, makers of concrete block machines, etc. issue literature from time to time to all interested in this subject, and a great deal of useful knowledge has thus been disseminated. The needs of the farmer in this line are generally simple, and range from a fence post or watering trough to a silo or barn. In some districts where sand and gravel are easily obtainable concrete blocks are manufactured on a considerable scale and in these localities we find the neat, durable concrete farm home.

The use of reinforced concrete fence posts has been increasing

for some years, especially in districts where there is a lack of suitable timber within easy distance of the farm. In some cases the first cost of the concrete posts is a little heavier than those of wood, but in durability, appearance and cost of maintenance the concrete post has a great advantage. It will last for generations; and, in fact becomes stronger with age; is impervious to the weather and to prairie fires and may be made in any desired form—round, square or triangular. In addition concrete posts may be made in the shelter of the barn or shed when weather conditions preclude outside work.

The most important factors in producing good concrete work are the quality of the sand used, and the proportions of the ingredients. It is not always easy to ascertain the quality of the sand by inspection, and the best plan is to make a small amount of trial mixture and test the result. The proportions of the various parts approximate one part of cement, one to three parts of sand and four to six parts of gravel or broken limestone; the latter, we may note here, is considered very efficacious as an aggregate owing to a chemical affinity between it and the matrix, or cement-sand mixture. A typical concrete for use on a large scale is made as follows: To one barrel of a standard Portland cement is added three barrels of clean, sharp sand. These two ingredients are then thoroughly mixed, either by hand or machine, and water added to bring the mixture to the right consistency, which will vary somewhat according to the purpose in view. Five barrels of broken stone are next added and the whole mass intimately mixed. The concrete thus formed is ready to be poured into the moulds or excavations.

When sand and gravel are found in the quarry as a natural mixture it is necessary to screen the materials in order that the sand may be separated and used in the proper proportion with the other constituents.

Defective work is often the result of carelessness in making the forms or moulds. These should be made tight at the joints—to avoid an unsightly escape of the cement through the cracks, and they should be well braced to stand the pressure of the wet mixture. In making the form for a wall, for example, if one-inch boards are used it is advisable to brace it every two feet; if two inch planks are used every five feet will be sufficient. It is best to use unseasoned lumber as this absorbs less moisture from the concrete and is therefore less liable to warp. A coating of oil or soft soap applied to the forms facilitates removal and prevents absorption.

Atmospheric conditions will to a great extent govern the time elapsed before removing the forms, but it is usually safe to remove them when the concrete has set hard enough to resist indentation by the thumb.

Concrete is an ideal material for the construction of stable floors, milk houses, watering troughs, tanks, culverts, tiles, manure pits and septic tanks; also for the invaluable silo. The silo is usually made of wood, on account of the low initial cost, but the advantages of the concrete silo more than compensate for the difference in outlay. The silo, to give satisfaction, should be practically air tight, should maintain as even a temperature as possible within; it must be vermin proof, and it must be so permanent as to avoid constant repairs. The concrete silo fills all the above conditions admirably, with some modifications in very cold climates, in which case a hollow wall construction is desirable. This, however, is a simple matter, and indeed any person who is at all handy can quickly and easily learn how to build with concrete.

A Generous Recompense for Thirty-nine Years' Service.

One of the most unique contracts ever drawn by a manufacturing concern has just been turned over to August Lindgren by the Moline Plow Co. for his signature. Under its provisions Mr. Lindgren will continue with the firm for life, and at a handsome salary. He will be his own boss, with leave to do as much or as little for the company as he may desire. The new contract goes into effect October 1, when Mr. Lindgren will leave Moline with his family for California to make his home. He will have rounded out a term of thirty-nine years of active service with the Moline Plow Co. this fall, and the contract under terms of which he may continue at work or retire is a recognition of the character of service which he has rendered. Mr. Lindgren started with the Moline Plow Co. as a blacksmith's helper. His advancement was rapid. Within eighteen months he was a blacksmith, in charge of the forge. During the next year he was hammering into concrete form the ideas of the inventors of the concern. The work proved interesting; it was not merely mechanical. He absorbed the why and wherefore of everything he did. Soon he had ideas of his own. He launched into the inventive field and he was the better inventor because he was a good mechanic.

He was twelve years in the blacksmith department, part of the time as foreman of the shop and part of the time "hammering out ideas of his own." Mr. Lindgren was then made invent-

or for the company. He was thrown in close contact with the late George Stephens and others who builded so substantially that the present mammoth industry was possible. It was one of the pioneer's expressed wishes that Mr. Lindgren be retained in the company's employ till death. Mr. Lindgren has traveled extensively for the company in the last twenty-five years and he boasts of having visited in every state in the union.

Important Discoveries.

Prof. Robert Kennedy Duncan, Professor of Industrial Chemistry in the University of Kansas, is a Canadian, a native of Brantford, and a graduate of Toronto University. He has announced that three important discoveries have been made by research students in his department.

The most important of the discoveries made probably is in the manufacture of casein. E. L. Tague, a fellow in industrial chemistry, has perfected a process of manufacturing this product from buttermilk, something chemists have been unable to accomplish heretofore.

Buttermilk has always been a waste product. Millions of gallons thrown away by creameries can now be turned into a practical benefit for use in the manufacture of casein, which is extensively used in sizing of paper by paper mills. It is also used in manufacturing brushes, combs, billiard balls, and many other articles.

Archie Weith and Frank Brock are two other students in the same department who have made discoveries scarcely less important. After working a year and a half these young men have found a way to make an enamel for steel-containing tanks that has the same co-efficient of expansion as the steel itself. By the use of their process of manufacture an enamel is obtained that will not crack under conditions of extreme heat or cold. The enamel is also resistant, will flow over the steel properly in the enameling process, and is resistant to acids. It can be used as a lining for steel tanks and towers in various kinds of industrial occupations.

Two years ago the National Bankers' Association granted a fellowship paying \$500 a year to Henry Krohman to carry on experiments in search of some means of making salt-rising bread uniform in quality.

The efforts of Mr. Krohman also have proven entirely successful. He has discovered a way to isolate the microbe which causes the bread to rise. This means that bakers will be enabled to supply bread of a better quality and lower in price to consumers all over the country.

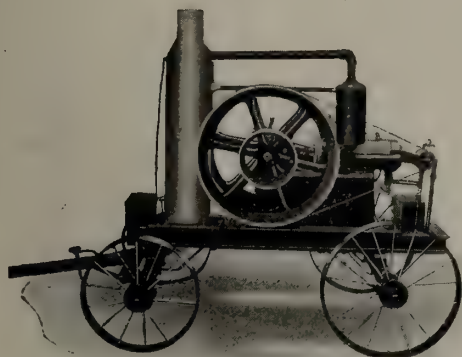
"IDEAL"

GAS AND GASOLINE ENGINES

1½ to 45 H.P.

Stationary, Mounted and Traction

WE MAKE AND SELL



Ideal Portable Outfit, 8 h.p.

GALVANIZED STEEL PUMPING WINDMILLS, 8, 10, 12, 14, 16, and 20 feet
 GALVANIZED STEEL TOWERS, for all purposes
 GALVANIZED POWER WINDMILLS, 12, 13, 14, 15 and 16 feet
 GRAIN GRINDERS, Five Sizes
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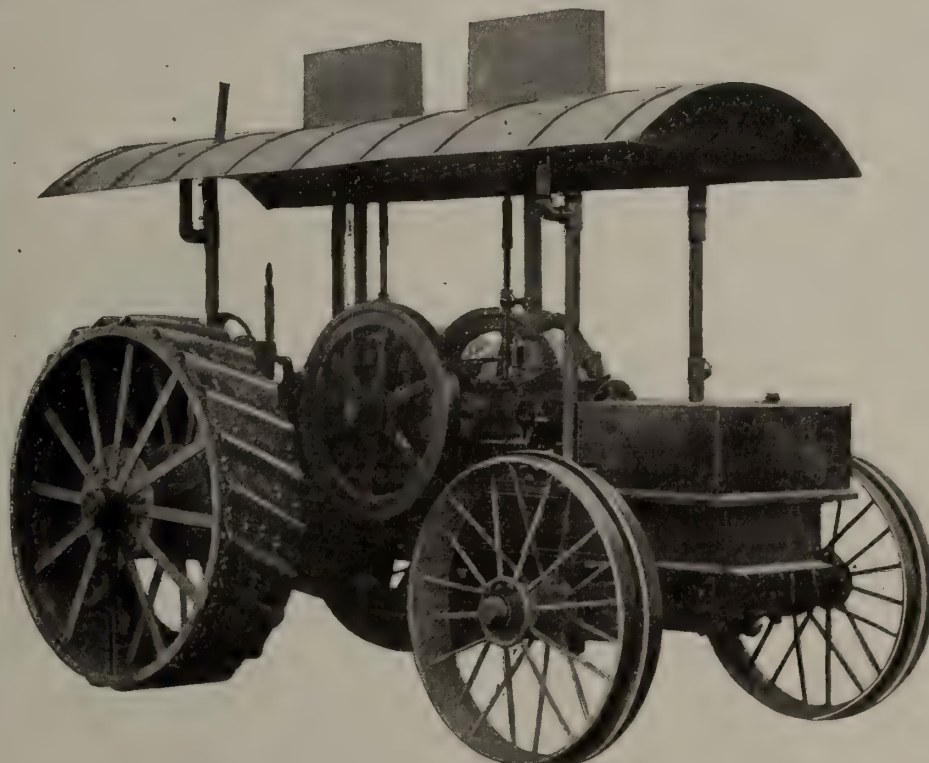
Maple Leaf Grinders
Made with 8, 10, 11, 13 and 15 in. plates

Iron Pumps

For various purposes. High Grade Windmill Pumps, Force Pumps, Syphon Pumps, Household Pumps. Handsome design, Superior quality, accurate workmanship. The very best of material.

Imperial Windmills

Are prize winners. A Canadian product. Very few parts. Simple in action. Compact and strongly built. No bolts, no crank pin in engine. Only two bearings. Self oiling. Will stand any storm.



"Ideal" Traction Gasoline Engine. Built in two sizes—20 and 30 h.p. These engines are built on the opposed cylinder type, using a two throw crank.

To the Dealer

We would say that the demand for our products is so enormous as to satisfy the most critical that the goods are what we claim for them—The Best Sellers in Canada.

Give us a Call during the Fair

and see our Traction Gasoline Engines in the Motor Competition

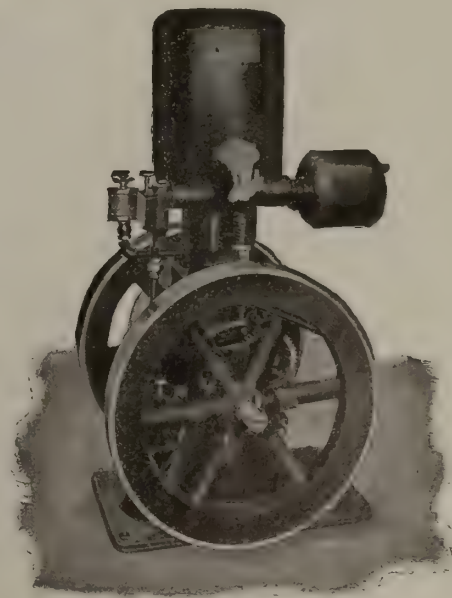
Goold, Shapley & Muir Co.

LIMITED

230 PRINCESS STREET, WINNIPEG



"Imperial" Pumping Mill
Made in 8, 10, 12, 16 and 20 foot sizes



"Ideal" Vertical Gas or Gasoline Engine
1½ and 2½ horse power

Brandon.

Brandon is the natural distributing center for Western Canada. Within a radius of 60 miles there are 134 towns and villages, 28,000 farmers and a grain storage capacity of 12,000,000 bushels. There are also three distinct railway corporations, whose lines radiate to every point of the compass. The clearing house returns for week ending June 16th were \$486,484.00.

Our district has been specially blessed with rain storms the last two weeks which have brought on the crop with leaps and bounds and the general feeling is that the crop will more than fill the expectations of the most optimistic.

Business has been very good for the last month and many orders are being taken for harvest machinery.

The Princess Loan Co., organized by H. R. Cameron, manager of the Princess Fire Insurance Co., will be in operation about July 1st and will be an important addition to Brandon's financial concerns. The company is capitalized at \$5,000,000 and has a board of directors composed of some of the best business men of the city.

The representative of a Minnesota gasoline traction engine Co., has been in the city discussing with local men the establishing of a factory for the making and assembling of traction engine outfits. It is expected that a number of local capitalists here will take an interest in the concern and result in a company being formed in the near future.

Work is being rushed on the new hotels, namely, the C. N. Ry., the Royal and Cecil, which, when completed, will bring Brandon to the front for good hotel accommodation, which will be much appreciated by the travelling public.

A new theatre on 10th and Princess ave. has been started. It is being built by Dr. Eagles.

E. R. Machem, president of the Life Underwriters' Assn. of Canada, was the guest of honor at a banquet tendered by the newly organized Brandon branch of the Association. In addition to Mr. Machem several prominent members of the Manitoba Life Underwriters' Assn. from Winnipeg were also present.

The registration of names to Voter's list shows about 240 of an increase over last list.

The prize lists of the Inter-Provincial Fair for 1910 have been issued and are being very largely distributed. The prize list shows a very marked increase in premiums over 1909. In the Clydesdale class about \$1,000.00 is offered in cash besides three silver cups, gold and silver medals and all other classes are similar to this, the total increase in cash premiums being \$2,000.00.

The Saskatchewan Methodist

Conference was held here this month, and was very largely attended by members from all parts of the country. Expressions of pleasure and admiration of our beautiful city were heard on all sides from members of the conference.

The Hanbury Company's drive of logs is again on the move as a result of the recent heavy rains in the Duck Mountains. It is expected to reach Brandon about July 1st.

The approaches to Brandon are now in first class condition; a large amount of money having been spent by the city council in lowering and widening the grades on 18th and 1st streets, the grades having been cut down from 10 per cent. to 1 per cent. with the approach fully a quarter of a mile in length. This will be much appreciated by the farming community to the north.

After many meetings our city council has granted a privilege to the C. N. Ry. to operate a transfer track to connect with C. P. Ry. along first street. The property owners are very much against this and propose to carry their case to the Railway Commission for their ruling.

The convention of the Boards of Trade of Western Canada was held here and opened Friday, June 10th. A welcome was extended by Lieut. Col. Clark, acting Mayor, in behalf of the city council and by A. T. Colquhoun for the Brandon Board of Trade. Many matters of importance to the country generally were taken up and resolutions submitted to the Dominion Government and different railway companies which will result in good to the general public.

The Y.M.C.A. summer camp at Pelican Lake commences July 4th and will continue during the months of July and August. Many boys and adults intend to take advantage of the outing.

Plans for a new fire hall have been submitted to the city council to cost \$25,000 and a by-law for same will be voted on early in July.

Brandon's main thoroughfare, Rosser Ave., is to be considerably improved this present season. The sidewalks are to be extended to 12 ft. and all unsightly poles are ordered to be taken down.

Real estate men here say there has not been such a demand for real estate in the last three years as at the present time. Numerous sales are being made daily, and the rush of buildings all over the city, especially in large business blocks, is unprecedented. So great is the demand for carpenters and bricklayers that the supply is scarcely equal to the demand.

Tenders are being asked for an addition to the city pumping station. The addition is required for the installation of four large

filters which are necessary to supply the rapidly increasing consumption of water in the city. The extension of the water system has been going ahead by leaps and bounds and the increased facilities for filtration are badly needed.

The new time cards on the C.P.R. and C.N.R. have gone into effect and are considered the best that Brandon has ever enjoyed and more especially the north country which now has a daily train service.

Dr. Saunders, of Ottawa, director of the Experimental farms, has made his annual inspection of Brandon Experimental Farm and expressed himself as being pleased with its present appearance.

Mr. J. D. McGregor has just secured a shipment of 8 head of Aberdeen Angus cattle from Scotland which includes the very best available in Scotland. The shipment is exciting the interest of western breeders and it is generally felt that with this addition to his herd Mr. McGregor will be in a position to clean up everything at the Chicago stock show and all other large exhibitions.

Brandon Fraternal societies have had several meetings in connection with the building of an up-to-date temple for the use of all orders. The proposed building will cost about \$30,000. Plans were submitted and a committee appointed to choose a site. It is expected that building operations will be commenced in the near future.

Work has been commenced on the new warehouse for the Cockshutt Plow Co., Ltd. The building is on the C.P.R. track and Pacific ave. and will be 80x75 ft. with 3 stories and track basement. The street floor will be fitted up for offices and sample rooms and three other flats for storage.

The Brandon Electric Light Co. have just completed a contract with the American District Steam Co., Lockport, N.Y., for the complete installation of a combination exhaust and live steam distributing system from the steam power house of the Electric Light Co. Work is to commence at once and lines of pipes will first be laid on the main business streets and the system is expected to be in operation by Sept. 1st.

Rocky Mountain Reserve.

The entire slope of the Rocky Mountains from the international boundary northward to a short distance north of 54th parallel of latitude is now reserved from settlement or occupation, and will be administered entirely with a view to the proper utilization and reproduction of forest protection of the water supply of the prairie provinces and related objects.

Such is the effect of an order-in-council just passed. The total area of the district now reserved from settlement along the eastern slope of the Rockies in Canada is about 14,400 square miles. Adjoining this to the south is an area of 1400 square miles similarly reserved by the United States government and known as the Glacier National park.

The lands included in the tract are for the most part elevated and rocky, and generally not suited for agriculture. The area, however, is covered to a large extent by forest, which is of great value for the supply of wood and lumber to the prairie country lying eastward from the base of the mountains and for the requirements of coal mines and the protection of the sources of the main streams of the central west. On the additional 4,800 square miles just reserved, the effect of the reservation will be to withdraw the lands from homestead entry or sale, and the timber from disposal under license, and it is intended to withdraw the resources of the area from use. For hunting and trapping it will be necessary to have a permit.

Plymouth Twine News.

Plymouth Twine News is published by the Plymouth Cordage Co., and a copy which is just to hand is replete with matters of interest to those who sell binder twine. The following quotation gives some idea of the line of argument followed by this enterprising concern to demonstrate the superior quality of their goods:

Broadly speaking, the two factors which have most to do with the supremacy of Plymouth goods and which at the present moment are the result of eighty-six years of intelligent experience, are: (1) Skill in selecting and buying the raw material best adapted for making our various goods; (2) Skill in manufacturing that raw material into goods which will give the greatest amount of satisfaction and economy to the buyer.

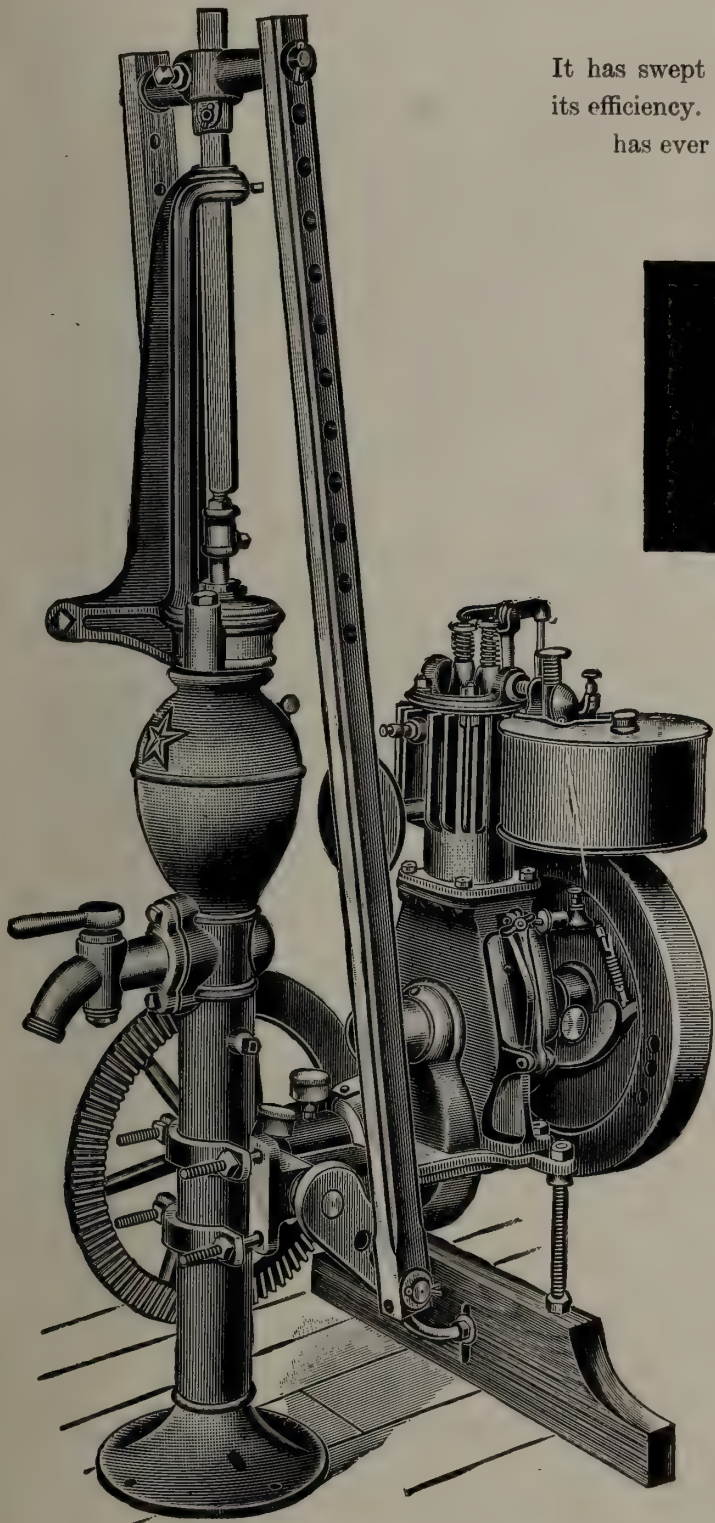
Our first duty to our customers, and one which we never neglect, is to have all "Plymouth" goods of the best quality. But our duty does not end there; we hold ourselves under the necessity of supplying our goods at prices as reasonable as possible consistent with their quality. This means for one thing, the refusal to buy any particular fibre at exorbitant prices when something as good or even better for the purpose can be had more cheaply. So it can be seen why we make no secret of the fact that we are using a much larger proportion of Manila hemp this year than usual, and why we advocate the purchase of the higher grade twines.

THE FASTEST SELLING GASOLINE ENGINE

The Fuller & Johnson Farm Pump Engine is **first in sales** to-day.
It is proving a bonanza for dealers, who find it in Great Demand.

It has swept the farmers off their feet because of its novel construction, its convenience, its efficiency. Wherever placed on exhibition, they swarm to see it perform. No engine has ever met with such immediate and widespread sale. It's absolutely unique.

Farm Pump Engine



Patented June 15 1909. Others applied for.

Complete in itself! Needs no pump jack, no anchor posts, no cement foundation, no belts, no towers, no arms. Means "goodbye" to windmills. Our tremendous advertising campaign in farm, stock and dairy papers reaches millions of farmers **every week**. The thousands of letters received from these advertisements are at once turned over to our dealers. Sales are simply enormous.

LET'S GET TOGETHER

We want to hear from the livest wire in your town. Write for our Big Proposition. You will hear something worth while. Write now or you may lose out on the agency.

Made and Guaranteed by

Fuller & Johnson Mfg. Co.

Established 1840

MADISON, Wis.

Brandon Implement & Mfg. Co., Ltd.
BRANDON, MAN.

INSTRUCTING THE ENGINE OPERATOR

No matter how good the engine, or how well it may have been installed, it cannot be expected to continue to work satisfactorily unless it is in charge of a competent operator. If there is not an experienced man available, says R. B. White in Gas Power, the installing expert is expected and must teach some one to operate, fix and care for the engine. Its future deportment and the extent of satisfaction it will give will depend to a great extent on how well this part of the work is carried out. Here, if nowhere else, the competent expert earns his salary. On this point depends future annoyances to the manufacturer and the owner. If this has been well done, the manufacturer will likely forget about selling this job, otherwise the time and expense of other men visiting this engine will impress it firmly on his memory. A man who does not know or cannot tell or refuses to tell or gets in too big a hurry to properly instruct the man who is to operate the engine is not a profitable or a suitable man to send out as a manufacturer's engine expert. Above all else the operator must know the principles on which the engine operates and how to make ordinary adjustments and make the engine start at all times and get the power out of it. How to teach each new operator these essentials is a problem that each expert must work out himself. He will likely have to change his methods to suit each new student. Methods that work with one do not always work on another.

The plan of the writer is to have the man who is to operate the engine assist with the installation. I usually keep him near me and as each piece is placed I tell him what it is and why it is there, and if there are adjustments, or anything liable to ever cause trouble with that particular piece I tell him about it as the work progresses. I answer his questions kindly and in such a way as to encourage others, the more the better. By the time the job is complete he has a pretty fair working knowledge of every part of the engine. I always try to give him a reason for everything, this makes it easier for him to understand and impresses its importance on his mind. Every detail should be done right and in such a manner that it will stay right.

After the engine is started and thoroughly tried out and I am satisfied that it is in perfect working order, I stop the engine and begin instructing the operator. First I have him start and stop until I am sure he can do that right. Cautions about the cooling

system, battery, oilers, fuel supply system and magneto are gone into as they are attached, so that the principal instructions can be confined to starting at all times, getting the power out of the engine, and what makes it go, and if it doesn't go, why not. Here the working cycle is explained; also how the gasoline gets into the engine; how and when the valves close and open; how and when the spark is made; how the engine compresses, the charge and why; as well as the other essential events in the working cycle. In short I try to get the fundamental working principles of the engine clearly into his head in such a way that they will be remembered. This done, I impress on him the importance of reading several times the printed instructions sent with the engine. If he is in the habit of reading and will likely use the engine for a long time I suggest that he subscribe for some technical journal. In other words, I try to put him on the right track to help himself if he really and truly wishes to become an expert gas engine operator. If I can make him a student of the gas engine the problem is solved—he will help himself when in trouble.

There are four things that I never fail to impress:

First. The importance of using gas engine oil on cylinder.

Second. The importance of draining the cylinder in even frosty weather.

Third. The importance of not getting too much gasoline into the cylinder when trying to start and what to do in case the engine gets flooded.

Fourth. Keeping all the battery wire connections tight.

This ground having been covered thoroughly, I next take up the subject of:

Why a gas engine doesn't run and what to do to make it go. This is the one thing that must be taught and at first sight it seems difficult to teach in so short a time, but not so difficult if you can get him started to thinking in the right way. I usually talk to him somewhat in this manner: There are three things necessary for any gas or gasoline engine to run, they are:

First. There must be a mixture of gasoline and air in the cylinder.

Second. There must be a spark to ignite it.

Third. The charge must be compressed for otherwise it will not ignite, if it did there would be no power. So if your engine fails to start, remember there is something wrong with the fuel, the spark or the compression, and before you attempt to fix it you must first ascertain which of these things are at fault.

First. Test the compression by turning the fly wheel over; if it turns hard and springs backwards the compression is not at fault. Hence the trouble must be with either the spark or the fuel mixture.

Second. Test the spark by putting on the switch and trying for a spark.

(a) If jump spark is used take plug out and lay it on the cylinder, then turn the engine over until the timer comes into contact; if you get a spark, the trouble is not due to the lack of a spark.

(b) If the igniter is of the make and break type see that the circuit breaker is in contact and then with the battery switch closed touch the insulated electrode and some other part of the engine with a metal tool; if you get a spark on breaking the contact, the battery and connections are not in fault. If there is any trouble with the spark it would be with the sparker points. To ascertain if they are in good condition bring the points together by pulling back the igniter trip tongue; while the points are in contact, try again for a spark as before, if you do not get a spark, it is because the current is passing through the points, which shows that they are O. K. and the fault is not with the spark so it must be with your gasoline.

Third. To test your gasoline see that there is gasoline in carbureter supply cup, see that the small opening into air passage is not clogged with dirt or trash. Next see that the intake valve is not stuck closed: if these are all in good order the engine cannot fail to take fuel with the air.

The above three tests show that the compression, the spark and the gasoline feed are all right. There are a few other things that might prevent the engine's running, all of which affect the spark, the compression or the fuel mixture. They are:

First. Water in the gasoline.

Second. Fuel may be kerosene by mistake.

Third. The engine may be flooded with gasoline, in which case the needle valve should be closed, air pipe opened, spark left on and fly wheels turned over several times, which will work out surplus gasoline through the exhaust.

Fourth. Weather may be too cold for the gasoline to vaporize, if so, warm the cylinder and air passage.

Fifth. The valves may be seating so slowly that the charge gets out before they close. Such a condition would be due to gummy valve stem guide or very weak valve springs.

Sixth. The igniter may be out of time. The spark should occur near the end of the compression stroke.

Seventh. The air passage may be stopped. It takes air to burn gasoline.

If when applying the above test there had been no compression, the charge would have been escaping through the exhaust valve, the intake valve, the piston rings, igniter gasket or by the cylinder head gasket. If by the exhaust valve, a sizzling noise can be heard in the exhaust passage; if by the intake valve a similar noise will be noted in the air pipe; if by the rings, it will be heard in front of the cylinder; if by the igniter gasket, it can be noted there; if by the cylinder head gasket, air bubbles will rise in the cooling water. The remedy is to grind leaky valves, renew leaky gaskets and clean or replace bad fitting rings.

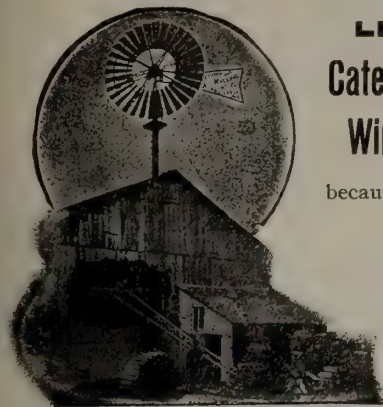
Had the first test not shown a spark the trouble would have been with the battery or connections—usually loose wire connection, broken wire, short circuit, batteries dead or wrongly connected, metal or water on the cells, circuit breaking or timer not making contact—if jump spark coil the buzzer spring may need adjusting or the platinum points be pitted or corroded. Had the second sparker test shown, a spark when make and break ignition points were being held in contact the trouble would likely have been corroded points or else failure to make contact. The remedy would be obvious on taking out the igniter and examining it. Any troubles with the gasoline feed would have been noted on the first examination to make sure that all passages were clear and intake valve not stuck closed. Water on the igniter may prevent engine starting.

Eloping Up-to-date

The coatless man puts a careless arm
'Round the waist of the hatless girl,
While over the dustless, mudless roads
In a horseless wagon they whirl.
Like a leadless bullet from hammerless gun,
By smokeless powder driven,
They fly to taste the speechless joys
By endless union given.

The only luncheon his coinless purse
Affords to them the means
Is a tasteless meal of boneless cod,
With a dish of stringless beans.
He smokes his old tobaccoless pipe,
And laughs a mirthless laugh
When papa tries to coax her back
By wireless telegraph.

—Motor Record.



LIVE DEALERS will sell
Cater's Wood and Iron Pumps, Star
Windmills and Gasoline Engines

because they are of the Highest Grade and
 Lowest in Price

Write for our Special Cash Price

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Correspondence invited.

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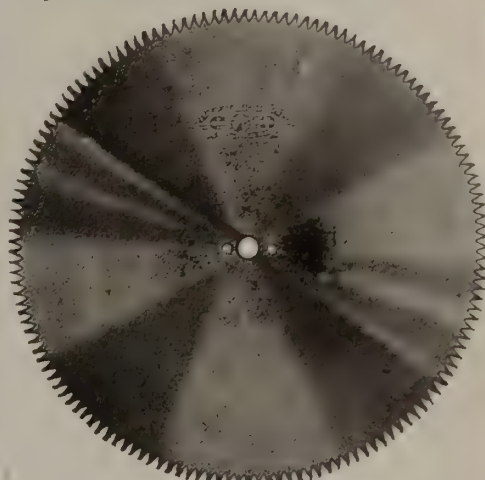
**OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont.,
 Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Calgary, Alta.,
 Vancouver, B.C.**

C. G. SCHAFFTER, Supt., Commercial Travellers' Bldg., WINNIPEG, MAN,

BURTON'S SAWS

TEMPERED BY A NEW PROCESS

and positively the BEST. The heat is registered by an electric pyrometer while the saw is clamped in a revolving furnace under many tons hydraulic pressure. Absolute uniformity of temper in every part of the saw is thus attained. We positively guarantee that there are no hard or soft spots in our saws. They have greater toughness and retain a keen, cutting edge longer than any other make. Write for catalogue and prices.



The A. J. Burton Saw Co. Ltd., Vancouver, B.C.

Hero Grain Separators

Sold only through
 the Trade.



A Grain Separator without
 an Equal.

The Hero has proved itself by years of service. For reliability and efficiency no other separator can compare with it. Cleans oats from wheat thoroughly. Built of the very best materials obtainable under the supervision of an expert. Satisfaction guaranteed to every user. Repeat orders come as a natural sequence if you handle the Hero specialties. They bring more business, more profit, and build up a reputation for the dealer by their sterling qualities.

The most perfect, simple and durable washer ever offered to the public. The best on the market by long odds. Constructed of highest quality materials by skilled workmen. Nothing to injure garments, simply forces suds through the fabric. A few minutes does the trick. No rubbing; quicker work with less effort than any other machine. Made of sheet metal—10 to 50 pounds lighter than the other kind. Can be operated either standing or sitting.

SEE US AT WINNIPEG, BRANDON AND REGINA FAIRS

HERO MANUFACTURING CO. LTD., Winnipeg

Hero White Cloud Washing Machines



The Best Washing Machine
 made in America

MARSHALL, SONS & CO., LIMITED,

GAINSBOROUGH, ENGLAND

Best British-Built Gasoline Plowing and Threshing Outfits

REPRESENTATIVES:

Northern Alberta; The Alberta Port Huron Co., Calgary.

Southern Alberta; The Western Canada Agency, Ltd., Lethbridge.

Write the above or

Marshall, Sons & Co., Ltd., P.O. Box 1377, Winnipeg

Edmonton

Immediate preparations for the commencement of construction on the main line of the Canadian Northern railway west of St. Albert will be made by contractor McMillan, of Winnipeg, who has been given the contract for the first 70 miles west from St. Albert to the Pembina river. Mr. McMillan will leave for Winnipeg to get his outfit into shape, and will have it on the road for Edmonton in a few days. Supplies will be rushed in from Edmonton over the C.N.R. and G.T.P. and will be freighted to the necessary points, where camps are to be established.

A large number of men will be needed for the work. Just what number will be required is not yet certain, but Mr. McMillan will place his order with local employment agents and they will put forth every effort to fill the orders. Laborers are scarce in the city at present, but it is expected they will be able to procure the necessary help from out-

side points. It is not yet certain whether the railway company will proceed with the completion of the Athabasca Landing line or will make a start on the extension towards the Grand Prairie. It is understood that Malcolm McCrimmon is to be given a contract for 50 miles, and it is generally believed that it will be towards the North-west, instead of to the Landing as was at first expected. The C.N.R. are anxious to complete a road into the Grand Prairie, and it is altogether likely that they will construct at least 50 miles of this line this year.

The McMillan Co., which has secured the main line contract, is one of the largest contracting firms in the north-west, and has been doing considerable C.N.R. construction during the past year or two. The contractors will be prepared to put their best efforts on the work west of Edmonton, and will endeavor to have the 60-mile contract completed this fall.

The crop conditions in the Edmonton district are of a very promising nature and if nothing happens, we shall reap one of the best crops that we have on record. We have had quite sufficient rain to secure fast growth, and some fields are beginning to head out, this is more particularly true of the splendid fields of fall wheat. Harvesting will be considerably earlier this year than last.

The Bellamy Co. are just completing their up-to-date automobile garage and repair shop, which is undoubtedly the finest

and best equipped building for this purpose west of Winnipeg. The building is 105 ft. long by 50 ft. wide and is built of gray sand lime brick, with concrete floor and tar and gravel roof. The show and garage room occupies the front 75 ft. and is so constructed that there are no supporting posts or pillars to obstruct the view. The repair room to the rear is equipped with lathe, drills and everything necessary for making parts and repairing automobiles and marine engines. A thoroughly competent staff of machinists are employed to do the work in the most satisfactory manner.

We were pleased to have a visit from Mr. W. J. Moraw representing the Sawyer-Massey Co. Mr. Moraw makes Vegreville his headquarters. He gives a very encouraging report on the condition of trade over the territory in which he travels.

J. C. Nicholson, of the Gray Campbell, Ltd., paid his first trip to the capital of Alberta and needless to say he was well impressed with the future of Edmonton. He reported business as being good.

The biggest record ever made in homestead entries in one week was made at the Edmonton land office, when for the week ending on Wednesday, June 15th, a total of 158 homesteads were filed on. Although this is the biggest figure ever recorded, the average figure for the past two months has been around 150 homesteads. For weeks the sidewalk in front of the land office has been black with homestead seekers and the clerks in the land office have had the busiest time of their lives attending to the wants of the land-seekers. There has not been a day during the past two months when the offices on Jasper avenue have not been crowded to capacity, not only with homesteaders ready to file on land, but with

landseekers in search of information.

J. Coburne, of Chicago, representing the collection department of the International Harvester Co., was in town for a few days in connection with the establishment of the collection department in this city.

Mr. J. MacDonald, formerly of Regina, has been appointed collection agent for the International Harvester Co. of America, at Edmonton. He has a well equipped office and a large staff, situated in the Bellamy Block, corner of Rice and Howard sts., and from all indications of this year's business Mr. MacDonald will have a large volume of farmers' notes to collect. We are glad to know that Mr. MacDonald has had a wide experience in the collection line and we have reason to believe that he will meet with success at this agency.

Among the numerous visitors to the City was Mr. M. P. Roblin, who for the past five years has represented the American Seeding Machine Co. Part of this time he lived in Regina and located in Alberta something over a year ago. Mr. Roblin has recently joined the staff of the Canadian Moline Plow Co. and will take care of their interests in this portion of the province, making Edmonton his headquarters and home. We bespeak for Mr. Roblin the large measure of success in his new position to which his sterling qualities and his intimate knowledge of the implement business so justly entitle him.

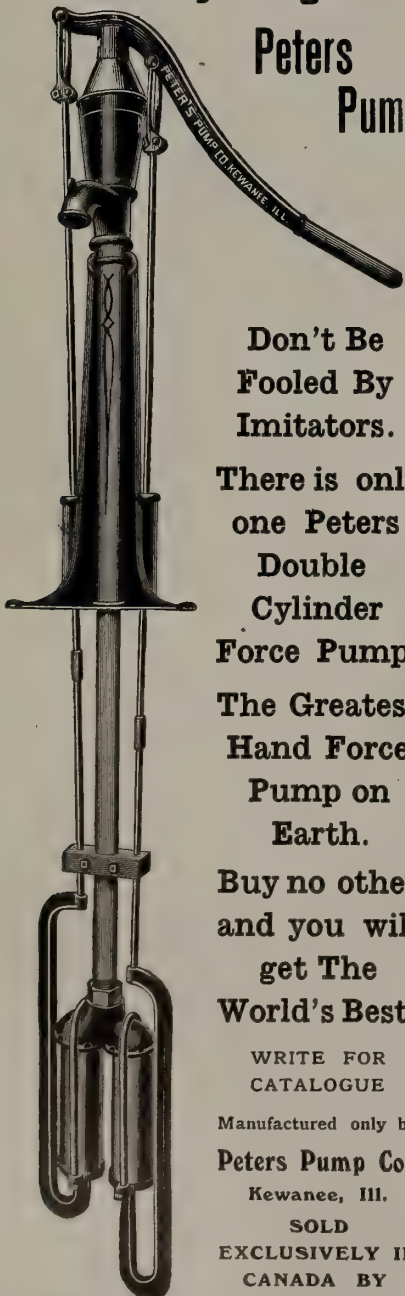
E. W. Roblin, representing the Winnipeg branch of the Durham Rubber Co., Ltd., of Bowmanville, Ont., was a visitor to the capital.

C. M. Martyn, of the collection department of the Cockshutt Plow Co. at Calgary, was a visitor, and reported collections as being very good.

Old automobile tires can be used as life preservers by being inflated, and make very popular accessories to bathing places.

The Only Original

Peters Pump



Don't Be Fooled By Imitators.

There is only one Peters Double Cylinder Force Pump. The Greatest Hand Force Pump on Earth.

Buy no other and you will get The World's Best.

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Manufactured only by Peters Pump Co., Kewanee, Ill.

SOLD EXCLUSIVELY IN CANADA BY

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BEST SELLING SPECIALTY

Offered the Trade LLOYD'S

Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Implement Dealers should write the Wawanesa Wagon Seat Company in connection with handling Lloyd's Handy Wagon Seat as a side line. This is a paying proposition and an easy seller. Makes a wagon ride easier than a buggy.

For further information write the Wawanesa Wagon Seat Co. WAWANESA, MAN.

FRAZER AXLE GREASE.



Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.,

Factories: St. Louis, New York.

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WINNIPEG, MANITOBA.

WATER COOLED GASOLINE ENGINES

1½ H.P.	} FOR SALE CHEAP
2½ "	
3 "	
8 "	
10 "	

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CANADA'S BEST

ROAD WAGONS

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Over One
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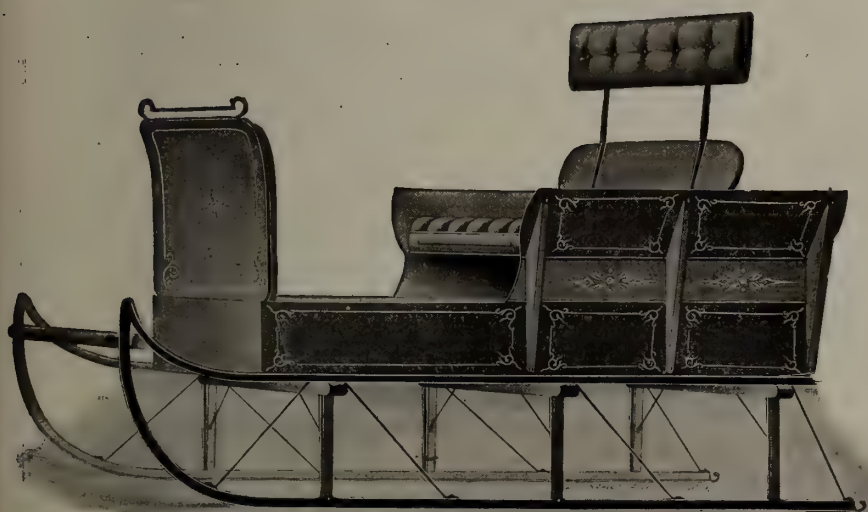


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Style

Service

Comfort



No. 1 Handy

JUMPERS

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HALF SPEEDERS

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of Sleighs

Our entire line and all the latest styles in both Buggies and Cutters will be on display in our large Show Rooms during the Winnipeg Fair

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Canadian Moline Plow Co., Winnipeg

The Name Tells a
True Story.

SUPERIOR

The Name Tells a
True Story.

Disc Harrow and Cultivator on Wheels.

Perfect Cultivation.

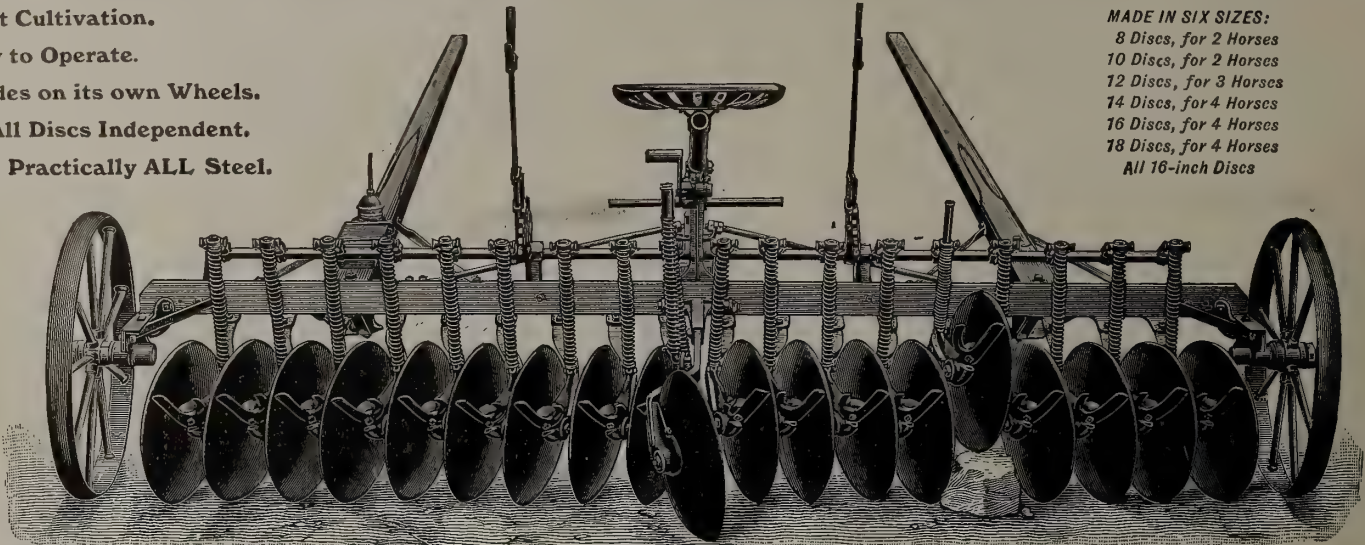
Easy to Operate.

Rides on its own Wheels.

All Discs Independent.

Practically ALL Steel.

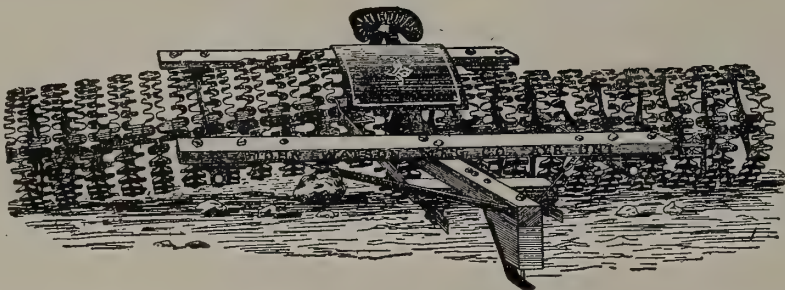
MADE IN SIX SIZES:
8 Discs, for 2 Horses
10 Discs, for 2 Horses
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16 Discs, for 4 Horses
18 Discs, for 4 Horses
All 16-inch Discs



REAR VIEW 18-DISC SUPERIOR DISC HARROW ON WHEELS.

If you want the Agency for the Best Harrow in the World, write NOW for Catalogue and Prices.

The American Seeding-Machine Co., Incorporated,
310 Ross Avenue Winnipeg Man.



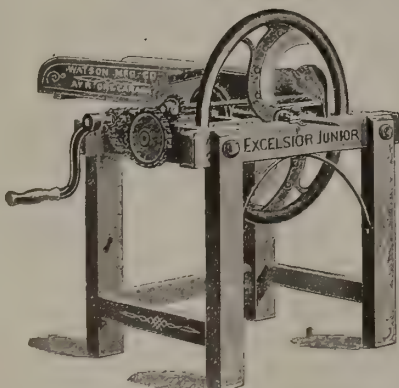
This is our 22-wheel pulverizer, which is supplied with 2 poles and pulley hitch. It packs the soil so that it plows perfectly, prevents blowing and conserves the moisture.

Unequaled for use on summer fallow.

Flexible sections enable the pulverizer to rise clear of stones or obstructions.

Superior construction, designed on scientific principles for those who aim at ideal methods in soil cultivation.

Excelsior Junior Feed Cutter



A handy machine for those who have no power. Chain drive, very strong and durable. Friction reduced to a minimum. Runs very light and rapidly. Pulley can be easily attached for use with wind or horse power. Cuts from $\frac{1}{4}$ to $\frac{1}{2}$ ton per hour.

YOU CAN SELL PULVERIZERS

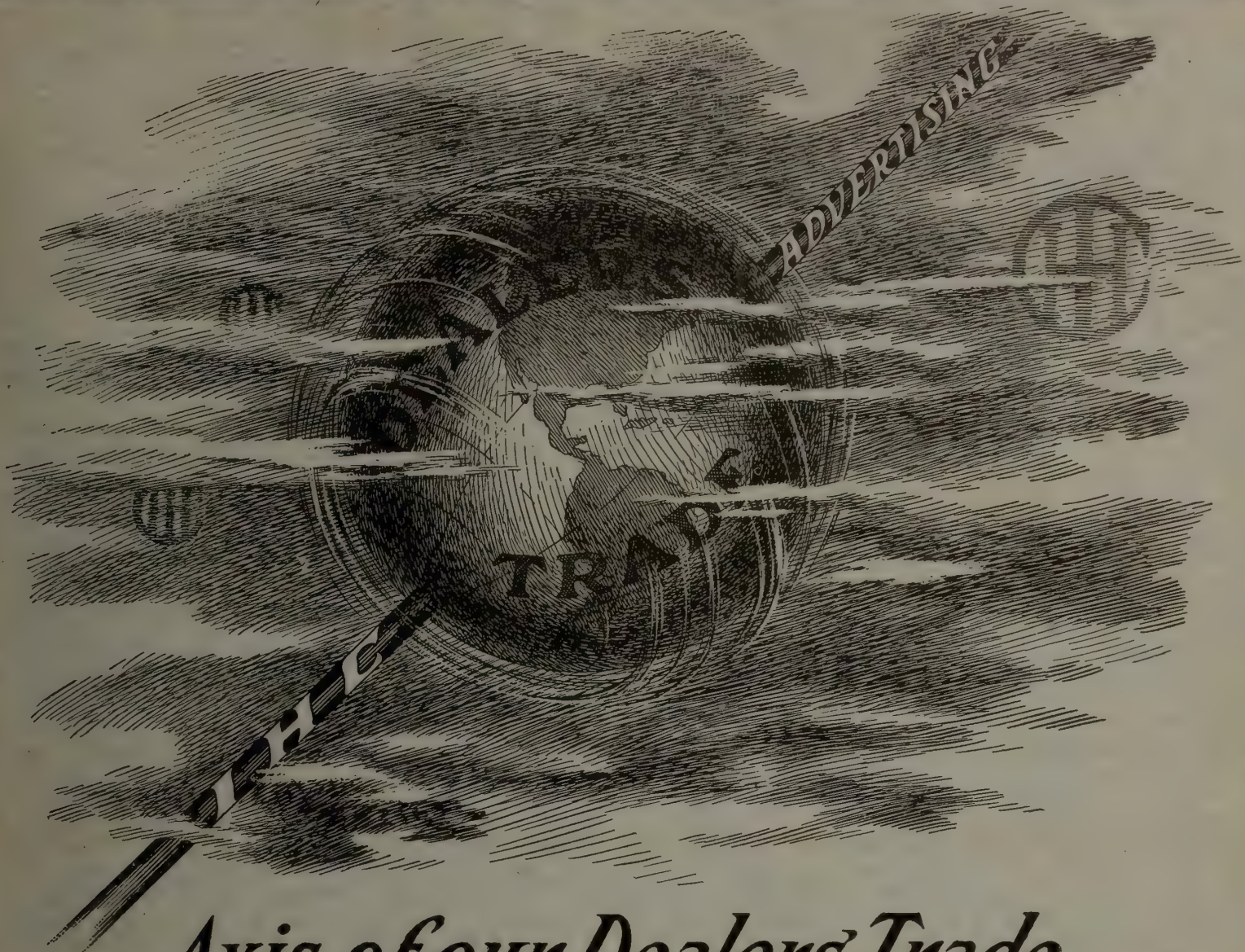
Because they appeal to the intelligent farmer as a means of conserving moisture, thereby producing better crops. An implement that stands for Progress.

OUR LINE INCLUDES

Pulverizers
Boss Wood Harrows
Channel Steel Harrows
Wheel Barrows
Warehouse Trucks
Wood and Pole Saws
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Feed Cutters (seven styles)
Grain Grinders
Root Pulpers
Whiffletrees
Horse Powers
Bevel Jacks

John Watson Mfg. Co.
LIMITED

Chambers and Henry Streets, WINNIPEG



Axis of our Dealers' Trade.

The Business World turns on the axis of Publicity.

Publicity is the force behind the ventures of every Business Man.

Our World-wide Publicity is the power behind the I H C dealer. I H C advertising not only makes possible a constantly increasing volume of business, but also a corresponding increase in the I H C dealer's profits.

I H C dealers are richer by many millions at the end of each season through this forceful, persistent advertising.

—And the wealth of untold thousands the wide world over is annually increased by other millions through the efficient and economical services of I H C farm machines.

The trade of I H C dealers covers the earth.

These dealers know the requirements of every clime and soil.

They speak the tongues of all tribes and nations.

The results of their activities are felt on the mountain, the steppe, and in the valley.

—And I H C dealers are welcome wherever they appear — I H C advertising prepares the way and supports their advance all along the line.

Why not join this great band of prosperity makers?

There are unlimited opportunities for the dealer handling the great and varied I H C line of farm and harvesting machines and implements.

Talk to I H C dealers and be convinced.

The I H C line includes harvesting and haying machines and tools, tillage implements, gasoline engines (vertical, horizontal, stationary, portable, and traction), hay presses, feed grinders, cream separators, manure spreaders, wagons, threshers, binder twine, auto buggies, auto wagons, etc., etc.

See the blockman, or write to the International Harvester Company of America, at nearest branch house, for full particulars as to how an I H C agency may be secured.

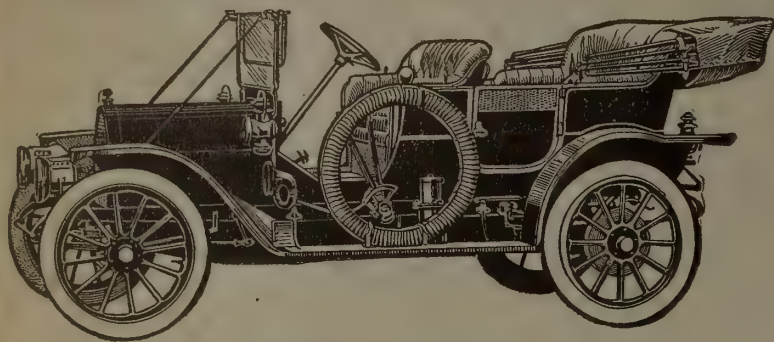
CANADIAN BRANCHES:

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CHICAGO (INCORPORATED) U S A

The Mighty Reo



4-cyl., \$1600.00. F.O.B. WINNIPEG

To our numerous customers we apologise for deliveries made late, and in some cases not at all, but the factory is catching up and we are now able to deliver this most excellent car with dispatch.

You should take advantage of our invitation for a demonstration spin in the strongest pulling car on the road.

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IT IS EVERY MAN'S privilege to carry his own risk and save the insurance premium, but why pay a premium and still carry the risk?

WE OFFER insurance that has been on trial for TEN YEARS in Manitoba and Saskatchewan and it shows an unbroken record of loss claims PAID IN FULL, to which thousands of satisfied insurers will bear witness.

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OURS is not cheap insurance, but an article that CAN BE DEPENDED UPON and the price is reasonable.

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LOCAL AGENTS in all districts will be pleased to quote rates and furnish other information.

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JULY 25 to 29, 1910

The Best Yet The One You Like

Live Stock Department

A magnificent gathering of all the finest Breeds of Horses, Cattle, Sheep and Swine. Every stock-raiser can afford to come miles to see this exhibit and add to his store of useful knowledge. The high prices all classes of live stock command has created much interest in their breeding and they make this exhibition doubly attractive.

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This is one of the most interesting exhibits on the ground, teeming with the clang, clatter and buzz of inspiring noise. There is pleasure and instruction here for every visitor to our Big Fair.

Exciting Races and Special Attractions Daily.

Excursions and Single Fares on all Railroads.

FOR PRIZE LISTS AND ALL OTHER INFORMATION APPLY TO
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DEALERS I WILL PUT DOLLARS IN YOUR POCKET

IT MAKES ME SMILE.

Why do I smile? Because our 1½ h.p. Waterloo Boy Engine is making good. It has long passed the experimental stage and we are inundated with orders.

Because our 1909 business showed an increase of 300 per cent over our 1908 business.

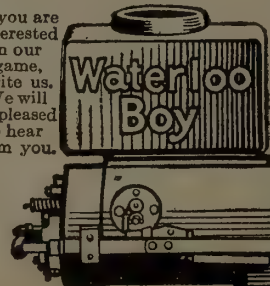
Because we have increased our plant to a capacity of 100 finished gasoline engines every working day, or 30,000 a year. Every time the clock ticks off six minutes of the working day, we can finish one more Waterloo Boy Gasoline Engine. Think of it! Ten perfect and complete gasoline engines every hour.

WATERLOO BOY GASOLINE ENGINES ARE SOLD ONLY THROUGH IMPLEMENT DEALERS

We can furnish you high-grade engines at a price that will give you a bigger gasoline engine business than you believe possible. If you will get into the game strong; make the price right to the Trade, we will make you a winner over every competitor. Distributing Jobbers in the

Principal Cities of the United States and Foreign Countries.

If you are interested in our game, write us. We will be pleased to hear from you.



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16 E. 42nd St.
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VOL. VI., No. 8

WINNIPEG, MAN., AUG. 1910.

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FOUNDED A.D. 1710

BI-CENTENARY 1910

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You should sell SLEIGHS

- 1. STRONG:**—More and heavier steel is used, for rods, braces, raves, etc., than on other makes.
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Equipped with patent trussed bench—will not sag or break.

- 8. OUR PRICES ARE RIGHT.**

The most profitable line for the dealer to handle. Get our agency.

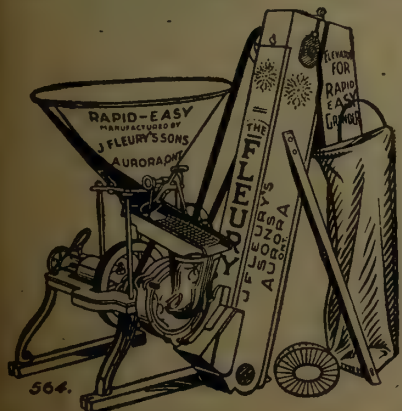
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Corner of Henry and Chambers Streets, WINNIPEG

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The Whole Story.

I write to let you know what I think of your Rapid-Easy Grinder. Previous to the fall of 1908 I got all my grinding done at the Grist Mill—by Stones. I thought no other chop could be so good. But in 1908 I required a great quantity of feed and I would lose a great deal of time going to the mill—and I was very busy. So I hired a thresher who has a 12 H. P. Engine and one of your Rapid-Easy Grinders. In 8 hours he ground 100 Bags Barley and 60 Bags Oats and did as good work as the Grist Mill! We have had grinding done in this way several times since and always with satisfaction." — Bernard McCabe, Strange, Ont., May, 1909.



Rapid-Easy Grinders will do more work with same power than others. Several styles in sizes to suit your power. This cut shows one style and one size only.

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Is far in advance of all other pumps. Being made of Tennessee poplar, the Florence Pump will not taint water like spruce, pine or other wood, and each pump and each piece of tubing is tested to 60 lbs. pressure.

"Florence Pump" is the Leader and "Best by Test"

Among other lines we handle "Melotte" Cream Separators, "Ideal" Iron Pumps and "Ideal" Gasoline Engines, Etc.

Call and see us if in the City or write for particulars.

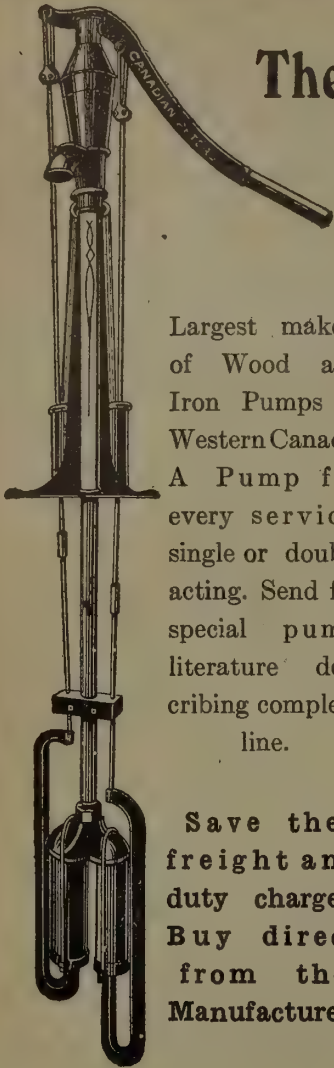
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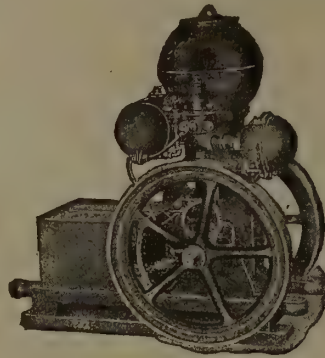
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Save the freight and duty charges. Buy direct from the Manufacturer.



7 h.p. Vertical (Hopper-Cooled.)

We manufacture Gasoline Engines in all sizes from 2 to 25 horsepower. Vertical, horizontal, stationary and portable. Our Gasoline Tractor is a Winner.

Send for Special Catalogue Describing our 45 h.p. Gasoline Tractor. Write Now.



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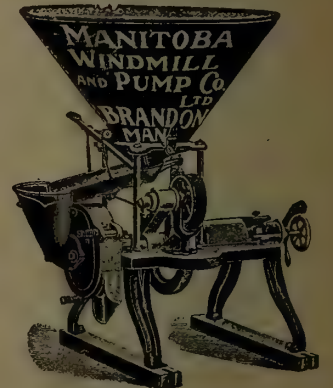
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Manitoba Windmills are known to every dealer in Western Canada. They are the easiest selling windmills in the world. Strong and Reliable.



Made in sizes 6 to 12 in. Does lots of work with little power.

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SUPERIOR

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Disc Harrow and Cultivator on Wheels.

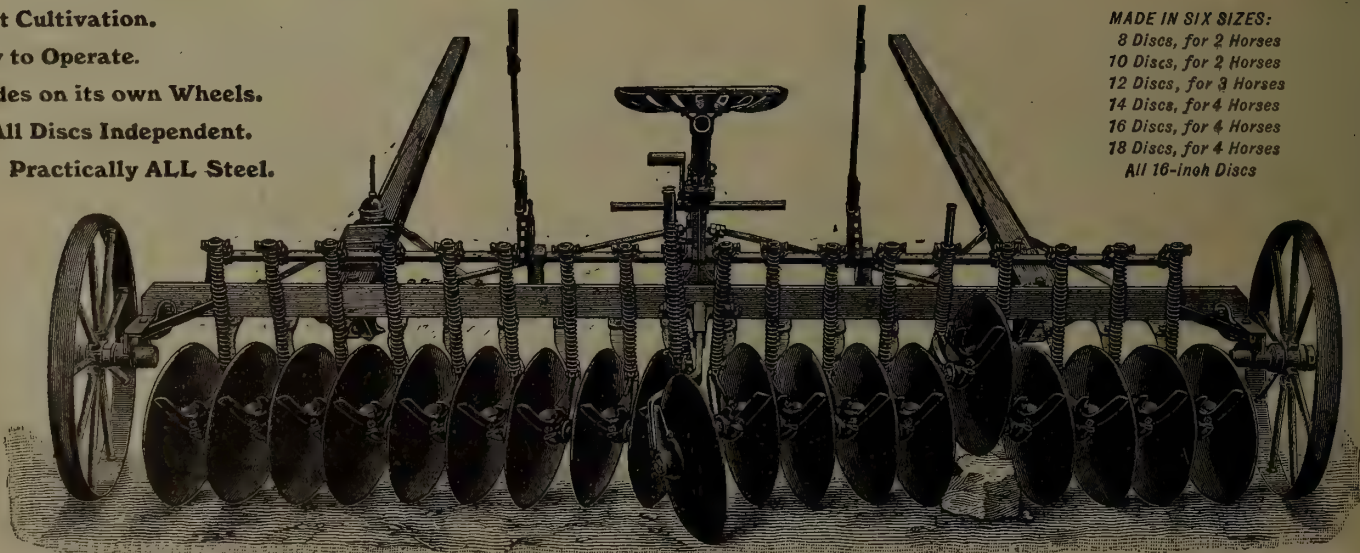
Perfect Cultivation.

Easy to Operate.

Rides on its own Wheels.

All Discs Independent.

Practically ALL Steel.



MADE IN SIX SIZES:
8 Discs, for 2 Horses
10 Discs, for 2 Horses
12 Discs, for 3 Horses
14 Discs, for 4 Horses
16 Discs, for 4 Horses
18 Discs, for 4 Horses
All 16-inch Discs

REAR VIEW 18-DISC SUPERIOR DISC HARROW ON WHEELS.

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Winnipeg Man.

The "BT" Line

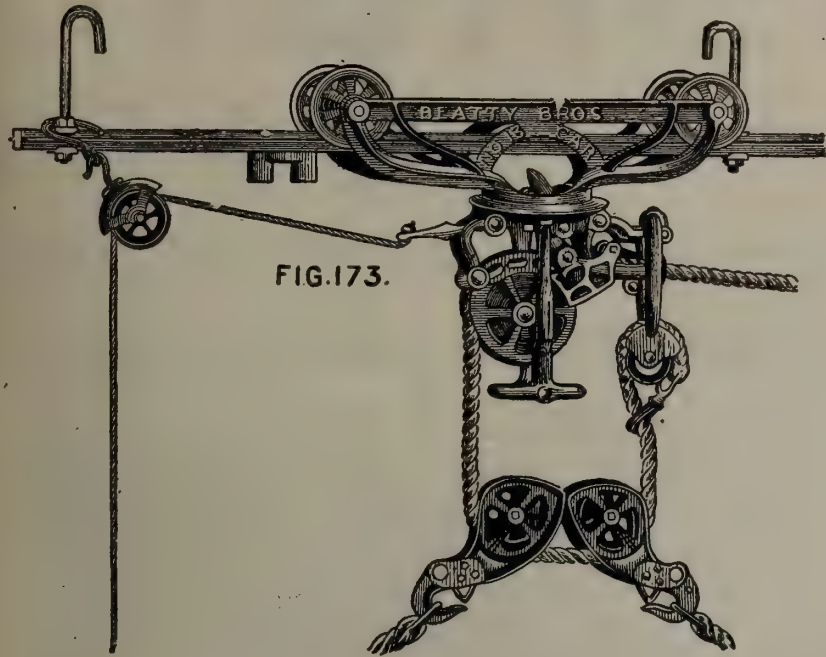


FIG. 173.

We will be pleased to send you our catalogue and prices

Write to-day for agency in your locality

Beatty Bros., Brandon, Man.

"BT" Sling and Fork Unloaders
 "BT" Feed and Litter Carriers
 "BT" Steel Stalls and Stanchions

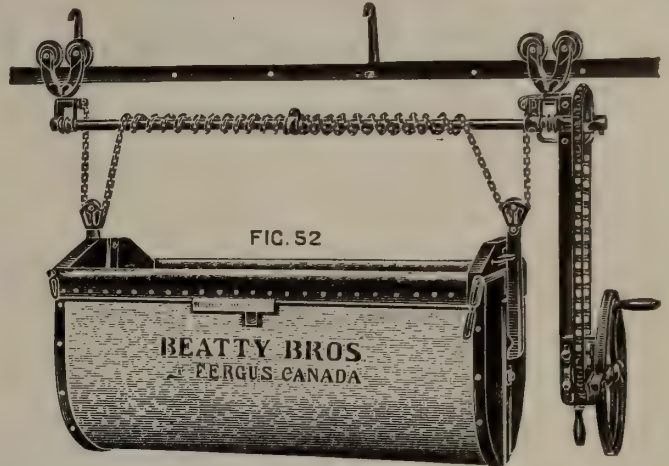


FIG. 52

Let us tell you about the "BT" Litter Carrier

"BT" goods win on merit.

See how this Sling Car excels others.

Has the largest draft wheel, some 6 in. This means light draft.

Will work with either double or triple draft.

Will work with either $\frac{3}{4}$ in., $\frac{7}{8}$ in., or 1 in. rope

Rope grip is 6 in. long and perfectly smooth. It is the only Sling Car that will not injure the rope.

It has an 18 in. tread on the track, longer than any other.

The load can be tripped off at any point.

There are no springs in this car.

It is the strongest Sling Carrier in the world and will handle any load in two lifts.

Every part of the "BT" Line has merit.



"OUR THUNDER STORM"

The striking and realistic demonstration of our system at Western Canada Fairs has created a demand for our products almost unprecedented. The dangers of lightning can hardly be exaggerated, and our "miniature thunder storm" proves the value of the Townsley System conclusively.

NOW IS THE TIME FOR
 AGENTS TO HITCH ON
 TO THIS LINE

THE CANADIAN LIGHTNING ARRESTOR AND ELECTRIC COMPANY

Copper Cable Lightning Arresters on the Townsley System

This is the season when the farmer is seeking protection against lightning. Do you want the profits on our goods? We have created a demand and are getting hundreds of orders from farmers. If you are looking for a new, profitable line to handle, write us at once for particulars. Remember that the successful business man grasps the opportunity when the time is ripe. Don't Delay!

We want hustling dealers to handle our goods



GUAR-
 ANTEED

PRO-
 TECTION

99%

PURE

COPPER

OFFICES & FACTORY
 199 MAIN ST.,
 WINNIPEG - MANITOBA
 CANADA

COCKSHUTT LEADS

**MORE COCKSHUTT ENGINE GANGS IN USE AT THE
THE WORK DONE SURPASSED ALL OTHERS AND**



GOLD MEDAL WINNER IN HEAVY STEAM ENGINE CLASS USING 12-FURROW COCKSHUTT ENGINE GANG

The Cockshutt Engine Gang again proved its superiority at the annual Engine Competition held at Winnipeg recently. The most striking feature about the contest was the large number of Cockshutt Engine Gangs in use, and though the contest was confined to Traction Engines, it was quite evident that the various engine manufacturers had a very strong preference for the Cockshutt Engine Gang. From the other makes of plows which took part in the contest, it was quite evident that other manufacturers were attempting to imitate the principles of construction of the Cockshutt Engine Gang. What the Cockshutt Engine Gang achieved in construction at the start in the most direct and simplest way, other manufacturers were attempting to adopt by various complications, but without success. The moral was well demonstrated. What Cockshutt's had originated and proved by actual test to be the best in the field, other plow manufacturers were copying. They were trying to achieve what we started out with four years ago.

Hundreds of Spectators Praise Excellent Work of Cockshutt Engine Gangs

Hundreds of farmers from Western Canada followed up the work of the Cockshutt Engine Gangs and nothing but praise could be heard from all sides, as our plows cut their way through the hard, tough sod and turned over the furrows completely flat and smooth, round after round on the mile stretch. These men had been reading their papers back home for months; they came to pass their critical opinions on all makes, and the actual field tests positively convinced them that the Cockshutt was the only Engine Gang successfully designed and constructed to meet Western conditions.

COCKSHUTT
BRANDON REGINA

PLOW
LI
SASI

ENGINE GANG AGAIN

ENGINE COMPETITION THAN ANY OTHER MAKE
TED THE STRONGEST PRAISE FROM SPECTATORS



SILVER MEDAL WINNER IN HEAVY STEAM ENGINE CLASS USING 12 FURROW COCKSHUTT ENGINE GANG

The crowds saw at once the great advantages of the independent lever system which we first introduced. When plowing became hard in some parts, instead of having to drop back from 12 to 10 plows or from 8 to 6 plows, the operator on our plow simply pulled up one bottom, thereby making the change quickly and turning one more furrow than a gang bottom plow could (and make the change quickly), thus making full use of the engine power. It was easy to see that the Cockshutt Engine Gang was notably light in draft considering the depth plowed and the hardness of the ground, and also that one man standing on the roomy platform was quite sufficient to operate the Cockshutt Engine Gang.

Several Spectators After Following up THE WORK OF VARIOUS PLOWS Buy Cockshutt Engine Gangs

This was the most striking tribute that could be paid to any engine gang at the trials. After following up the work done by the various plows, a large number of spectators came to our show-rooms and gave their orders for the different sizes of Cockshutt Engine Gangs. We want every one interested to have our new Booklet on Traction Plowing. It is full of illustrations showing the Cockshutt Engine Gang in actual operation on hundreds of farms throughout Western Canada. After you see these illustrations and read the numerous letters from our customers, you will readily see why Cockshutt Engine Gangs are turning over more land in Western Canada than all other makes combined, and why they are giving universal satisfaction.

COMPANY
ED
ON

WINNIPEG
CALGARY EDMONTON

Sell Farm Implements That Will Give Satisfaction

That's Cockshutt's for plowing and cultivating machinery and Frost & Wood for harvesting and haying tools.



New Jewel Gang

This plow has extraordinary strength and durability because it is built entirely of steel and malleable iron. The frame, beams, bails, axles and braces are of high carbon steel and the steel wheels have long removable dustproof bearings with large wearing surfaces. There is a high lift attachment on this plow making it easy to operate, for once the plows are levelled for work the driver can raise or lower the plows by means of a foot lever, leaving both hands free to manage the horses. The plows can be locked up when raised from the ground or locked down when set for work. Our New Jewel is built in two sizes—12 inch and 14 inch bottoms, either breaker or stubble.

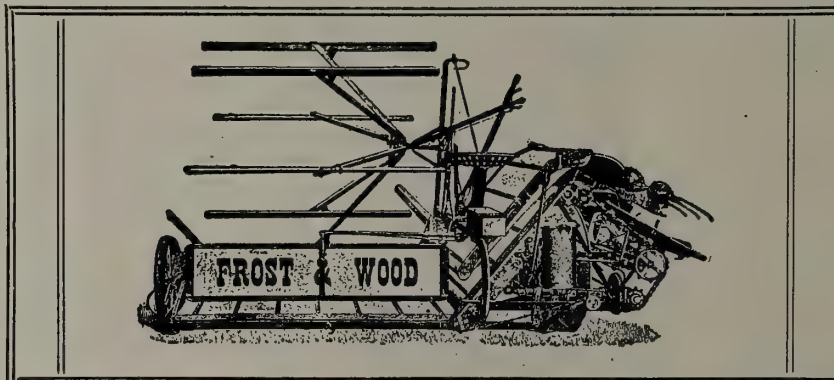


Beaver Gang

By connecting and controlling the furrow and rear wheels from the pole, the Beaver Gang is easily guided when working or turning at the ends. We have placed the levers within easy reach of the driver and the plow can be raised by means of a lever and spring lift. This plow draws very light and will give a good account of itself under all conditions. Rod Mould-Boards for breaking can be furnished with either of these plows. Let us send you our catalogue. The quality of our implements is known throughout Canada.

Dependable Binders

Strong Foundation
Roller Bearings
Light Draft



Automatic Force Feed
Sure Knotter
Runs Easily

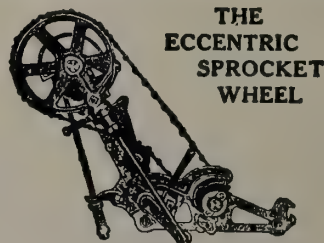
FROST & WOOD

IMPROVED BINDERS

"DEPENDABILITY" practically sums up the whole question about a Binder. When your crops need harvesting, you must have a machine that will do your work quickly and efficiently without a hitch from start to finish. And that machine is the Frost & Wood Binder—it is built in one of the largest factories in Canada, where farm implements of the highest quality have kept on improving for the past 70 years—all that is latest and best has been put into this one successful Binder.

ROLLER BEARINGS of generous size fit neatly and accurately in their boxes and the liberal way in which we have equipped this machine with this class of bearings accounts for its remarkably light draft and also ensures very small cost for repairs.

AUTOMATIC FORCE FEED. Our Binder is capable of elevating whatever the machine cuts—from the lightest to the heaviest grains. The upper canvas on the elevator is so arranged that it will grip the straw as it is delivered from the platform. Hard to explain without an illustration, but our booklet "Binder Facts" gives all details. Can we send you this book?



NOTICE that three of the arms of the Sprocket Wheel are shorter than the other three, which accounts for greater power and speedier work. When the grain is being compressed and tied, the packer arms require all the power they can get to make tight sheaves and the chain which drives the Eccentric Sprocket is then pulling over the long arms of the wheel, exerting a steady, powerful draw. After the bundles are compressed and tied the chain has reached the short arms of the Eccentric Sprocket and must therefore travel faster, thus the bundles are discharged quickly and everything is ready again for another bundle to be compressed, tied and discharged. Actual experience in the field has proved the superiority of this action on our Binder.

A SURE KNOTTER. Before any of our Binders leave the factory we try them out thoroughly in all kinds of grain. We make it a point to see that all sheaves are tied securely and that there are no "misses" and no waste of twine. The binding attachment can be regulated to tie any size sheaf—we will guarantee the efficiency of this knotter in every particular.

THE MAIN DRIVE WHEEL that generates the power, cuts, elevates and ties the grain is a substantial piece of machinery, capable of standing the heaviest strain it may be put to. It has a double row of spokes arranged on the "staggered" principle, with the centres securely held in the wheel hub casting and with ends firmly fastened through the rim—absolutely no chance of them working loose. The large Angle-steel Mud-lugs rivetted to the outside of the rim prevent the wheel from skidding on soft ground or dry, slippery stubble—the wide tire makes work easy under all conditions.

OTHER GOOD POINTS. You could not wish for a sturdier, stronger foundation than we put on our Binder—in fact, the whole machine is built for hard wear and tear, and time and experience have demonstrated that the Frost & Wood Improved Binder is positively one of the strongest and most durable machines of its kind in Canada.

Sole Agents for Western Canada

COCKSHUTT

PLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. VI., No. 8

WINNIPEG, MAN., AUGUST, 1910.

SUBSCRIPTION PRICE IN CANADA } Per Year, \$1.00
Per Copy, 10c.

Winnipeg Twentieth Annual Exhibition

The great Winnipeg Fair was a pronounced success, and almost without exception the various events and attractions were performed without a hitch. The fact that Sir Wilfred Laurier opened the exhibition was sufficient to give it a good start and the crowds that thronged the grounds day after day were evidence that Winnipeg Fair is thoroughly appreciated, both locally and by visitors from all parts of Canada.

The entertainment features were of an unusually high class, there being nothing to wound the susceptibilities of the most modest, and the grand stand attractions were especially appreciated by the vast crowds. The pyrotechnical display was deeply impressive, and stirred the patriotic sentiments of all who witnessed it. About 350 men, mounted and on foot took part in the spectacular "Before the Gates of Kandahar," and nine bands contributed inspiring music.

One of the few disappointing features of the show lay in the fact that the aviator Ely failed to come up to expectations. Whether the fault lay with the elements, with the machine, or the man is a debatable point, but it is certain that many people lost faith in the biplane as a means of aerial locomotion after witnessing Ely's attempts.

The racing programme was of unusual attraction and included the richest half-mile meet in America. Much interest centred on the attempt of the Broncho to lower the mile record, but the speedy mare was unable to make anything like fast time owing partly to wind and weather conditions.

A very deep interest was evinced in the immense display of agricultural machinery, steam and gasoline tractors, separators, etc. This year the location of these exhibits was changed, and the machinery took the place formerly occupied by the Midway. All the space west of the main road between the Fine Arts building and the Colonnade was devoted to machinery, and a surface of cinders was laid for its special accommodation.

In the farm motor contest, no less than eighteen steam and gas tractors were entered. These were subjected to the brake test at the west side of the grounds, and at this point there was always a crowd of sightseers watching the leviathans of the Western farms proving up their strength.

As far as weather was concerned conditions were ideal for the Fair although one often heard the wish expressed for moisture for the sake of the farm crops.

A brief synopsis of those exhibits of special interest to our readers follows:

THRESHING MACHINERY, TRACTORS ETC.

The American Abell Engine and Thresher Co. did not exhibit at the Fair but their spacious warehouses just east of the Exhibition were gaily decorated and on their grounds they had a fine display of separators, threshing and plowing engines. Mr. C. H. Stinson, the general manager, and his force of hustling salesmen were on hand to make visitors and intending purchasers welcome.

Approaching the machinery section from the east we first noticed a chain belt concrete mixer, exhibited by the Dominion Equipment & Supply Co. of Winnipeg.

A new implement in the form of a combined Disc Harrow and Cultivator was displayed by F. A. Rodgers, of Glen Ewen, Sask.

The Pedlar People of Oshawa, Ont., had an assortment of their metal culvert on the grounds. This was bridged to carry a traction engine, thus demonstrating the strength and rigidity of their product.

An Octopus Stook Loading Machine was shown by the Fisher Robson Mfg. Co., of Alliston, Ont.

The Stewart Loader Co., of Winnipeg, exhibited a Stewart Stook Loader in operation. This implement is manufactured in Winnipeg.

Three engines, a 30 h. p. simple; 22 h. p. compound and an 18 h. p. simple portable were displayed by the Robert Bell Engine & Thresher Co., of Seaforth, Ont. and

Winnipeg, Man. In addition, this firm had three "Imperial" Separators on view, dimensions 28x42, 32x54 and 36x60.

Marshall, Sons & Co. Ltd. of Gainsborough, England, had one of their 4-cylinder gasoline tractors on the grounds. This we were informed was of 24 h. p. developing 80 h. p. at the brake.

The Burrage Cooper Co. of Winnipeg exhibited a Geiser steam tractor of 30 h. p., a 20 h. p. Geiser portable gasoline engine, one 3 h. p. and one 6 h. p. Gade air cooled gasoline engines, and a Cyclone Grain Grinder. Separators also formed a part of this exhibit as follows: Two Geiser Peerless sieveless, 26x46 and 33x50, and a No. 5 Special Gas Engine Separator, 24x39.

The Gaar Scott Co., of Richmond, Ind., and Winnipeg had a large display of traction engines and separators. Seven steam engines were shown; a 22 h. p. simple, 22 h. p. double, 25 h. p. simple, 25 h. p. double, 16 h. p. simple and a 40 h. p. compound tandem engine with special extension rims for plowing. Five separators ranging from 28x40 to 40x64 were also on view.

Haugh Bros. & Nellerroe, Canadian jobbers for Avery machinery, were on the grounds with five Avery steam engines, including two 30 h. p. Alberta Specials, undermounted, one 30 h. p. regular, and two 20 h. p. undermounted engines. A 25 h. p. gasoline tractor was also shown and a 12 h. p. farm truck. "Yellow Fellow" Separators of the following dimensions completed the exhibit: 42x70, 32x54, 28x48, 22x36. A full equipment of water tanks and threshers' accessories was included in the display.

The Winnipeg Threshing Machine Co. exhibited a Buffalo Pitts 25 h. p. double engine and a 38x62 Buffalo Pitts Niagara Second Steel Frame Separator.

The Hart Parr Co., of Portage la Prairie showed two 25 h. p. double cylinder gasoline traction engines.

The Gas Traction Co. of Winnipeg had on view four of their tractors, three of 25 h. p. and one

30 h. p. four cylinder engine. One of these tractors demonstrated the 4-binder hitch in another part of the Fair Grounds.

The M. Rumely Co. of Winnipeg and La Porte, Ind. displayed the following steam engines: one 25 h. p. single cylinder threshing engine, one 25 h. p. double cylinder plowing engine, one 30 h. p. and two 36 h. p. double cylinder engines. A full line of Ideal separators was shown, from size 24x40 to 40x64. Two "Oil Pull" kerosene tractors were also on view of 25 h. p.

Geo. White & Sons of London, Ont., and Brandon, exhibited a 25 h.p. single engine and two challenge separators, 36x60 and 30x52.

The Parsons Hawkeye Mfg. Co., of Winnipeg had on view a Perfection Wagon Dump Rack, Rush "White Wings" Feeder, Maytag automobiles, Pastime Washing Machines and Wringers, etc.

The Ontario Wind Engine & Pump Co., of Winnipeg had a large exhibit, under the shelter of a spacious tent, including the following Stickney gasoline engines: one 3 h. p.; two 5 h. p.; three 7 h. p.; one of which was mounted on skids and rollers to show the lack of vibration; one 10 h. p. and one 16 h. p. portable, the latter operating a Sawyer-Massey Great West separator 25x42. This firm also had three Kinnard Haines Flour City gasoline tractors on exhibit, one 30 h. p., one 40 h. p. operating a Great West separator, and one 40 h. p. in the contest. In addition this concern showed an assortment of grain grinders, scales, iron pumps, and steel lawn swings, etc.

The Sawyer-Massey Co.'s extensive exhibit included five engines: one 32 h. p. tandem compound combination plowing and threshing engine, with 42 in. drive wheel and extension rims; one 30 h. p. compound, one 27 h. p. compound, one 25 h. p. single cyl. and a 19 h. p. single. Great West separators of the following sizes were shown: 40x64, 36x60 (two) 29x50. An Eclipse separator, 30x36, for small power, an 8-horse Pitts sweep power and a full line of threshers' accessories completed the exhibit.

The Birrell Motor Plow Co., of Winnipeg showed one of their combination motor plows in which the bottoms and engine are mounted on one frame. The motive power is a 4-cyl. gasoline engine.

The Winnipeg Steel Culvert Co. exhibited a full range of their culverts, bridged to carry a traction engine.

The Waterloo Mfg. Co., of Portage la Prairie showed a 25-h. p. simple traction engine running a 36x56 Manitoba Champion Separator and a 16 h. p. engine operating a 28x42 separator of similar make.

The Nichols Shepard Co., of Battle Creek, Mich., and Winnipeg, displayed two double cyl. plowing and threshing engines of 20 and 25 h. p. Three Red River Special separators were shown, 40x60, 32x52 and 28x40, also a Red River Junior, 22x36.

The J. I. Case Threshing Machine Co., of Racine, Wis. and Winnipeg, had a large and comprehensive exhibit of their various lines. Eleven steam engines, of the following brake horse power 18, 30, 36 (two), 45, 60 (two), 75 (two), and 110, were on view. These included single cylinder traction engines, compound engines and portables. The 45 h. p. engine was used in the hill climbing demonstration, and a smaller engine ran the nerve racking steam calliope. One of the 36 h. p. engines referred to above was a ten-ton road roller, and three engines were entered in the contest of 110 h. p., 75 h. p. and 36 h. p. Four Case separators were on view, constructed entirely of steel and of dimensions 40x62, 32x54, 24x42 and 18x36. Five "Troy" Bottom Dump Wagons, three Road Graders, one Road Drag and two J. I. Case steam-lift 8 bottom engine gang plows, and three mounted water tanks, one fitted with street sprinkling device, completed the exhibit.



Snapshots of Engines in Winnipeg Motor Competition

Goold, Shapley & Muir of Winnipeg, had two Ideal gasoline tractors of 20 and 30 h.p., both entered in the contest, a 28 h. p. portable engine, two 8 h. p. horizontal engines, one driving a feed grinder, an Ideal Automatic Batch Concrete Mixer fitted with a 3 h. p. gasoline engine, and wood sawing outfit run by a 6 h.p. horizontal engine. Smaller gasoline engines were also exhibited of 2½ and 1½ h. p., the former operating a 25-lb. Little Giant trip hammer. An assortment of Maple Leaf Grain Grinders and iron pumps completed this display.

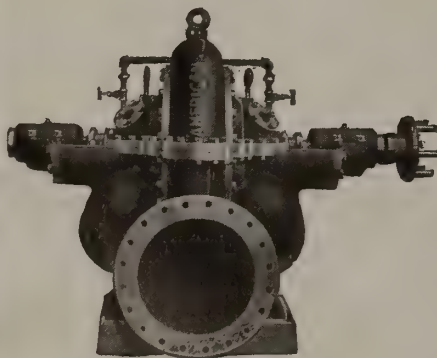
The Canadian Fairbanks Co., of Winnipeg, exhibited three single

cylinder portable gasoline engines of 15, 20 and 25 h. p., one 6 h. p. horizontal hopper cooled engine operating a ten-in. Maple Leaf Grinder, one 4 h. p. vertical hopper cooled engine and a 1 h. p. hopper cooled pumping engine. There was shown a line of scales including a 5,000 lb. Pitless, 2,000 lb. Truck, 12,000 lb. standard and 800-lb. standard. A Sparta Well Drilling Machine, driven by a 12 h. p. gasoline engine was on view and in addition a line of Red Jacket iron pumps.

On the opposite side of the main driveway our attention is drawn to the fine exhibit of the International Harvester Co. This con-

cern had one 15 h. p. single cyl. gasoline tractor, one 20 h. p. and one 45 h. p. twin cylinder tractor, all of which were entered in the contest. A 25 h. p. single cyl. Reliance tractor, a 20 h. p. and a 45 h. p. opposed cylinder were also shown. Portable gasoline engines of 6, 8, 10, 12, 15, and 20 h. p. were on view and 2½, 4, 6 and 8 h. p. circular pumping engines. 2 h. p. and 3 h. p. vertical hopper cooled, and 2 and 3-h.p. vertical air cooled engines were seen, besides a 6 h. p. wood sawing outfit. Finally there was a 1 h. p. horizontal air cooled engine. Two grain separators were shown, an Aultman Taylor, 27x42,

THE STANDARD by which OTHERS are JUDGED



is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

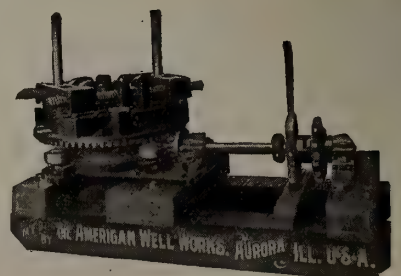
"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type.

Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



and a McClusky, 28x42. An assortment of Dairymaid and Bluebell cream separators, together with Vessot grain grinders made up the exhibit, which was housed in a large tent.

The Canadian Swenson Co., of Lindsay, Ont., had on view a steel cable stump puller and grubbing machine.

Wm. Johnstone, of Winnipeg, showed a portable sheet steel granary having a capacity of 1,150 bushels.

The Winnipeg Threshing Machine Co., in addition to their exhibit of Buffalo Pitts machinery mentioned elsewhere, showed a wood grain tank, wood water tank, various sizes of circular stock tanks, a Perfection power grain cleaner in operation and a Perfection hand power grain cleaner.

G. Spenst, of Gretna showed an elevator and mill grain cleaner run by an I. H. C. gasoline engine.

R. B. Watson, of Winnipeg, showed a new implement to destroy surface weeds, cultivate growing grain crops and pulverize the soil. This is attached to a mower frame and consists of a series of oscillating teeth which penetrate the earth vertically and destroy any weeds not rooted deeper than two inches.

The Neepawa Mfg. Co. exhibited a Neepawa Wind Stacker.

A Clements Road Builder and

Ditcher was shown in operation by B. Clements of Crooks, Minn. This machine attracted much attention.

IN MANUFACTURERS' BUILDINGS.

The Winnipeg Ceiling & Roofing Co. had one of their portable corrugated iron granaries set up together with an assortment of their various ceiling and roofing goods.

Johnston & Jordan, of Winnipeg, displayed the O.K. line of Potato Machinery, including planter, elevator digger, cutter, etc.

The Loudon Hardware Specialty Co. of London, Ont., had a full line of their goods on show.

The Hero Mfg. Co., of Winnipeg, displayed 5 Hero and Bonanza grain separators, 1 Hero immersion smut machine, half a dozen White Cloud Washers and a Wagon grain tank.

The Kramer Harrow Co., of Paxton, Ill., and Winnipeg, exhibited a full line of their attachments for sulky, two and four bottom gang plows.

Spramotor Co., of London, Ont., showed two sizes of their horse power spramotor, four styles of hand power sprayers, a knapsack outfit and full line of accessories.

Wm. H. Emerson Sons, Windsor, Ont., were busy demonstrating the work of two wild oat separators.

Beatty Bros, of Brandon and Fergus, Ont., had a full line of their hay forks, hay slings, litter carriers, cow stanchions, steel stalls and load binders.

The Stuart Machinery Co., of Winnipeg, exhibited several concrete mixers run by steam and gasoline engines.

L. Toupin & Son, of St. Agathe, showed an oil and water tank and a patented water cooler.

The Stratford Mfg. Co., of Stratford, Ont., had a full line of lawn swings and veranda furniture.

The Red River Metal Co., of Winnipeg, had on exhibit several of their well known steel oil and gasoline wagon tanks and water tanks.

The Beeman Mfg. Co., of Winnipeg, showed three Jumbo grain cleaners with and without bagging attachment, a fire extinguisher, two grain picklers, a metal filing cabinet and an assortment of letter files.

The Gray Campbell Co., of Moose Jaw and Winnipeg, displayed two Chatham fanning mills, with elevator attachment, two truck scales, a 5-ton pitless scale, a grain pickler and sample

of their celebrated kitchen cabinet with aluminum top.

The Brydges Engineering & Supply Co., of Winnipeg, showed an assortment of Daniels kerosene engines and a complete suction gas producer plant running engines of 6½ and 8 h.p.

The city of Winnipeg made a fine and comprehensive display of the many and varied uses to which the electric current may be applied, chiefly along domestic lines. This exhibit was a focus of attraction, one charming demonstrator being the cynosure of all eyes as she explained the use of the flatiron—as operated by electricity.

The Harmer Implement Co., of Winnipeg, put up an extensive display of various goods including two Wizard portable grain elevators, one 2½ h.p. Gilson gasoline engine, one Gilson engine fitted to operate a binder, one Chicago Aermotor, 1 h.p. pumping engine, one Superior fanning mill, an Owens Smut cleaner, three Erie Electric Wheel Co. farm truck, one harrow cart, a farmer's disc sharpener, a line of J. I. Case walking, breaking and stubble plows, a J. I. Case 4 bottom engine gang, a set of Case disc har-



The "Flour City" Tractor



Twice Winner of the Gold Medal in the Winnipeg Contests



A General Farm Engine of the most Modern Design.

The Acme of **STRENGTH, LIGHTNESS and DURABILITY.**

OUR CATALOG TELLS ALL ABOUT IT.

KINNARD HAINES CO.

830 44th Ave. No. & Bryant,
Minneapolis, Minn.

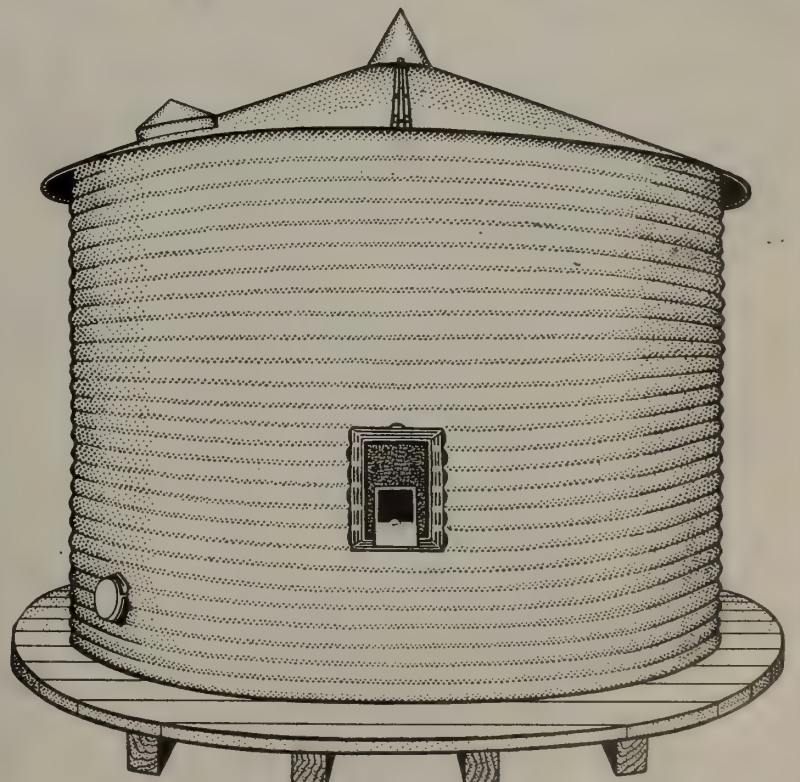
Ontario Wind Engine & Pump Co. Ltd.

WINNIPEG

Dominion Sales Agents

CALGARY

PORTABLE Corrugated Iron Granaries



850 and 1050 bushels capacity.

This is a profitable line for you to handle. Get our agents prices and terms.

Winnipeg Ceiling and Roofing Co.

Manufacturers of Corrugated Iron, Shingles, Siding, etc.

WINNIPEG MAN.

rows, a Case 24 in. horse gang, samples of Dartmouth binder twine and a Racine rotary harrow.

The Manitoba Anchor Wire Fence Co. displayed wrought iron fences, gates, lawn seats, woven wire fence, etc.

The Townsley Lightning Arrester Co., of Winnipeg, had their able demonstrator, Mr. Sliter, giving a striking display of the efficiency of their system of protection. A miniature thunder storm is produced by means of a static machine and a flash of realistic lightning 3 or 4 inches long leaps to the roof of a model dwelling only to pass harmlessly to the ground over the copper cable. With the latter removed the same conditions result in a destructive fire. This exhibit attracted much attention and was of great practical interest.

The Metallic Roofing Co., of Winnipeg and Toronto, had a Wheat sheaf portable steel granary on exhibit.

An automatic gate which can be opened or shut without alighting from a vehicle by simply pulling an overhead cord was exhibited by D. A. Mackenzie, of Winnipeg.

Portage Branch of Hart-Parr Co.

In order to take care of their rapidly growing Canadian trade, the Hart-Parr Co., of Charles

City, Iowa, have recently purchased a site just south of the Grand Trunk Pacific Station in Portage la Prairie, and will at once begin the erection of a building 90x144 ft. for a branch office and warehouse. The building will be of brick, with concrete floor, and so planned that it can be enlarged later. The expenditure for site and building will be from \$16,000 to \$20,000. Such a building has been needed for some time, but it is only recently that a suitable location could be obtained.

A Quiet Spot.

A nervous looking man went into a warehouse the other day and sat down for half an hour or so when a salesman came along and asked if there was anything he could do for him. He said, "no," he did not want anything. After a while the manager came along and inquired if there was anything he wanted? "No," said the nervous man, "I just want to set round. My doctor has recommended quiet to me and tells me to keep out of the crowd. Noticing that you do not advertise in the trade paper, I thought this would be the quietest spot on earth, and it is."

The price cutter is like a pig swimming up stream. Every stroke he takes is another cut at his own throat.

DEERE & CO., WILL MAKE BINDERS

From Farm Implement News, Chicago

On July 20, Deere & Co. made the first practical local test of one of the new harvester and binder models recently perfected in the Deere experimental department. The machine, which was pulled through the streets of Moline and taken to a harvest field in the vicinity, has been perfected after much labor and a considerable outlay of funds. Already a number of the sample machines are working in the Dakotas and Minnesota and they have proven their worth.

These models, which are to be the forerunners of the Deere line of binders, combine many of the good points of makes already on the market, as well as a number of recent inventions that will prove a decided innovation. To even the casual observer the machine has not the appearance of the makes now in general use and experts who have examined the new harvester are of the opinion that it will win favor with the farmers.

The Harper (Kan.) Advocate printed the following after one of the Deere sample binders had been tested near that city:

"One of the most costly binders ever run in Harper county was used through the present harvest. It was an entirely new machine built by the John Deere people. The harvester, being the original model, had brass castings and is supposed to contain all the good features of all other binders. Because it is the first model the cost of construction was several thousand dollars. The Anawalt-Campbell Mercantile Company, of this city, conducted the demonstrations. A number of the officials of the International Harvester Company were in Harper last week and they saw the new binder at work. The machine did excellent work, and the company behind it was pleased with the results obtained. Harvesting was done on a number of farms, Elmer Oldfather being among the number that had wheat crops cut without expense."

Models of the new binder were gotten together in record-breaking time. Work was started about the middle of March, three months ago, and within ninety-two days after that time a sample was ready for actual test in the field. Harry J. Podlesak, formerly with the I. H. C., designed the new harvester, and he is in charge of all experimental work on new lines of harvesting and farm machinery which Deere & Co. are adding to their present lines. It is understood that Deere & Co.'s ultimate intention is to establish a complete line.

The Deere binders are to be on the market for the next harvest season. No announcement as to the plans for factory have been

made but A. C. Funk, formerly general superintendent for the Champion division of the International Harvester Company, has been engaged to carry out the manufacture of the harvesters in large numbers.

A grain shocker, the invention of E. M. Kellogg, of Moline, and formerly of Kankakee, Ill., was given its first practical test, July 23, in a field of oats located three miles south of Moline. The shocker was attached to the new Deere harvester, and the test was witnessed by officials of Deere & Co. The shocker consists of a simple, portable attachment and can be fitted on any modern grain harvester. The inventor is a man of twenty-seven years' experience in the manufacture and improvement of harvesting machinery. No plans for the manufacture of the shockers have been announced, though it is understood that Deere Co. are considering the advisability of making them.

The Winnipeg management confirm the above, and state that some of the machines are now in transit to the Northwest to be thoroughly tried out in the Canadian harvest fields this fall.

A New Process of Timber Preservation.

U. S. Consul John F. Jewell, Melbourne, submits the following report concerning a new method of treating wood which has been invented and tried with much success in Australia:

The essential part of the Powell wood process consists in boiling the wood and allowing it to cool and absorb a saccharine solution, after which it is dried, rendering the wood thoroughly seasoned within a few days after cutting, increasing its strength, and stopping all warping and shrinking. The sap in the wood is driven out and replaced by an antiseptic, owing to the saccharine solution boiling at a higher temperature than water, thus making the wood impervious to dry rot and to the attacks of white ants and other parasites which prey on ordinary lumber.

During the past four years a number of pieces of lumber were tested by the government of Western Australia in localities where white ants are very numerous, and the photograph forwarded [on the file in the Bureau of Manufactures, Washington, D. C.] shows the difference in two pieces of lumber after one such test, the treated piece remaining sound, while the untreated one has been destroyed.

About the hardest thing in the world for a man to do is to have a mean disposition without exercising it.



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Wagon Tanks

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Pumps and Hose

for Oil or Water

Write for our Prices on everything
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Our Cutters for 1910-1911 season comprise an entirely newly designed series, and represent the most attractive line produced this season by any manufacturer.

Write for catalogue illustrating the complete line.

No. 40 Portland

Armstrong Carriages

Our Carriage Line is complete in every style of standard vehicles produced, and represents the most up-to-date line presented to the Western trade. This list comprises Auto-Seat Buggies, both top and open, Standard Carriages, Stanhopes, Phaetons, Traps, Democrats, Mountain Wagons and Mountain Buggies.

If you have not received a catalogue describing our Cutters and Buggies, drop a card to our Guelph address.



No. 283 Auto-Seat Buggy

The J. B. ARMSTRONG MFG. CO. Limited
GUELPH, CANADA

Distributing Warehouses at Winnipeg, Regina and Calgary

The 1910 Agricultural Motor Contest

WINNIPEG INDUSTRIAL EXHIBITION



Minneapolis Gas Traction Co. 30 H.P. Tractor hauling an 8-Bottom 14-inch John Deere Engine Gang.

Of all the attractions at the Winnipeg Fair the Agricultural Motor Contest, from an industrial and economic view point should be the most important. In a country devoted almost wholly to agriculture in some form it is hard to imagine anything of deeper interest to the population than improved and speedier methods of cultivation. For this reason there was always to be found a compact group of men around the brake, watching the performance of the various steam and gasoline tractors as these were tried out on the tests.

The object of making the brake test is to measure the exact horsepower developed by the engine, and is arrived at by running for two hours at what the maker considers an economical load, and then running for half an hour at the full maximum load. It is then possible



Avery 20 h.p. Undermounted Steam Plowing Engine pulling an eight bottom 14 in. Cockshutt Engine Gang

to decide whether the engine will develop the horsepower claimed for it by the makers.

There was a good deal of rivalry between the various con-

marks apply to the plowing contest. Crowds of farmers, business men, manufacturers and jobbers were to be seen intently watching the performance of the various engines and keenly discussing the results obtained by each.

There was but one regrettable feature in the motor competitions and this was a feeling of dissatisfaction on the part of some of the competitors with the conditions and with the rulings of the judges. Altogether, things did not run quite smoothly and it is generally felt that if this friction is not eliminated another motor contest will be impossible.

The plowing contest this year took place on W. E. Bonnar's farm near Stony Mountain, and special trains were frequently

run to the scene for the convenience of those interested. It was remarkable to notice the number of farmers who were able to discuss the features of the different engines in a way that showed a surprising mechanical knowledge. Many of them already own gasoline or steam engines and others are looking around for the latest devices in time and labor saving machinery. The demonstrators had a busy time of it answering all of the pointed questions put.

It was interesting, too, to notice the tense feeling which pervaded the testing ground. Every factory sent its best men and there was the keenest kind of rivalry. The engines were nursed continually in order that the best possible showing might be made, as the winner at the Winnipeg Exhibition has something over which he may crow. Many of the noted manufacturers of the world were represented here, and they realized that they were playing to one of the largest and most rapidly expanding markets known.



I.H.C. 15 H.P. Gas Tractor plowing with a 2-Bottom 14-inch Oliver Engine Gang.

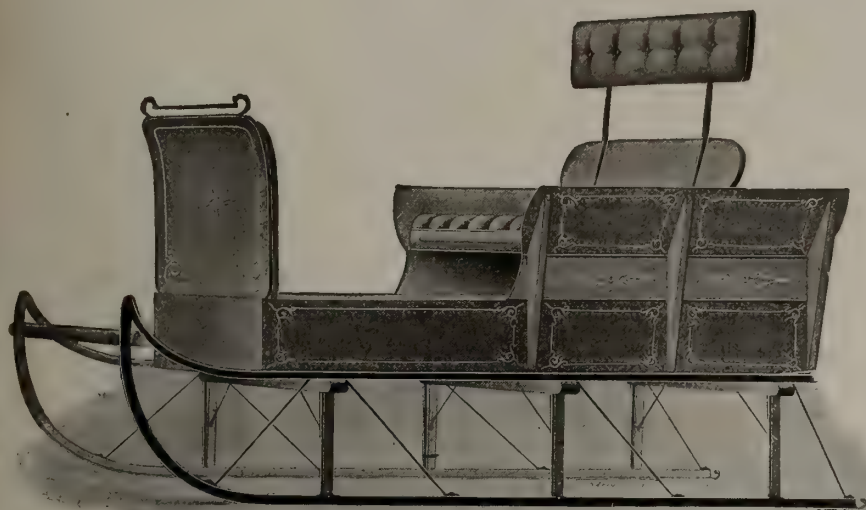
Continued on Page 16

GLENGARRY LINE OF CUTTERS

Stylish

Serviceable

Comfortable



No. 1 Handy Jumper

JUMPERS

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DEMOCRAT RUNNERS

**26 Styles
of Cutters
and Sleighs**

Write for Catalogue, Prices and Terms

Canadian Moline Plow Co., Winnipeg

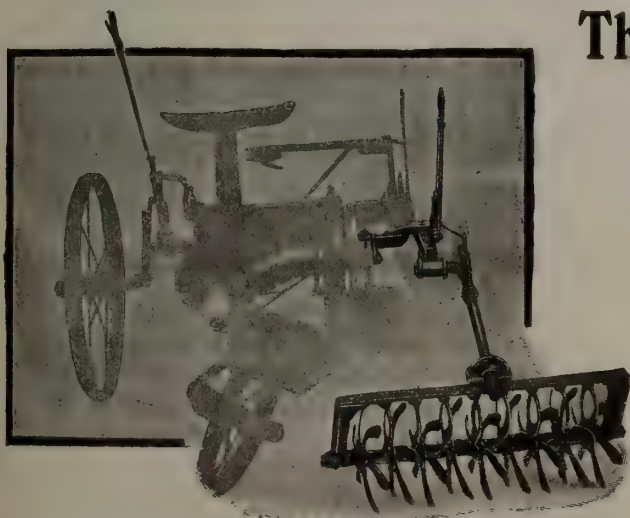
Plow and Harrow at the Same Time

This Plow attachment pulverizes and levels the soil as it is fresh turned and moist, thereby making a perfect seed bed before the ground gets lumpy and dries out.

It is light running and requires no more horses than for ordinary plowing. Made for Sulky and Gang Plows.

The Cutting Blades are made of the best plow steel, with plenty of curve to the blade so that it produces a DRAW-CUT.

These blades are self-cleaning and cornstalks or trash cannot lodge.



The National Rotary Harrow Attachment

is destined to become the greatest farm labor-saver of the age. It does the work far BETTER and EASIER than the old drag, because of the DRAW CUT blades, and also because the ground is easiest pulverized and leveled when it is fresh turned.

When your plowing is done, your harrowing is done. By all means SEE this great HARROW-ATTACHMENT. It will save the farmer DOLLARS, TIME and TROUBLE.

MANUFACTURED BY

NATIONAL HARROW CO., Le Roy, Ill. U.S.A.

Canadian Jobbers:

TUDHOPE, ANDERSON & Co. Ltd., Winnipeg, Regina, Calgary and Saskatoon.

DAIRY AWARDS AT WINNIPEG FAIR.

The butter exhibit was larger than that of last year, especially in the creamery classes. The arrangements of the cold storage cases was improved, and they were all lighted with electric lamps so that it was possible to view the exhibit until a much later hour in the evening.

C. P. Marker, Alberta dairy commissioner, who made the dairy awards at the Industrial, with the assistance of Prof. J. W. Mitchell and Mr. Gibson, said: "Since I judged here in 1908 I note a very marked improvement of workmanship in both the butter and cheese sections of the dairy exhibit. There is great uniformity in style and finish and the scores run remarkably close. This shows that the dairy department of the province is doing good work in the matter of instruction in both creameries and cheese factories, as it is only from careful instruction that improvements of this class spring, and Professor Mitchell of the Agricultural College dairy school and his assistants are certainly to be commended. There is a slightly old flavor in some of the packages, due, no doubt, to the difficulty with the cream gathered system, namely, not getting the cream while it is fresh. We are trying

to overcome this in Alberta by grading the butter and paying 2 cents per pound more for first grade than for second, and although we have only started this spring we find that it is working well and there is a marked general improvement in quality."

CREAMERY BUTTER.

Two packages of creamery of not less than 50 pounds: First, Jacob Thomson, Churchbridge, score of 93; second, Brandon creamery, score of 92 $\frac{3}{4}$; third, Geo. Matheson, Shellmouth, score of 92 $\frac{1}{2}$; fourth, Geo. Neilson, of Qu'Appelle, score of 91; fifth, Melfort creamery, score of 90.

Two packages of creamery held in store since June 17: First, Brandon creamery, with score of 93; second, Geo. Matheson, score of 92 $\frac{1}{2}$; third, Hough Bros. & Wickware, Rosburn, score of 89; fourth, Jacob Thomson, score of 88 $\frac{1}{2}$; fifth, W. B. Gilroy, Austin, score of 87 $\frac{1}{4}$.

Twenty pounds creamery prints: First, Brandon creamery, score of 96; second, Geo. Unnerly, Wadena, Sask., score of 95 $\frac{3}{4}$; third, G. O. Jacobs, Neepawa, score of 95 $\frac{1}{2}$; fourth, Geo. Neilson, score of 94 $\frac{3}{4}$.

Assorted packages of creamery butter: First, Jacob Thom-

son, score of 96 $\frac{1}{2}$; second, Geo. Matheson, score 94; third, Brandon Creamery, 93 $\frac{1}{2}$; fourth, S. M. Sigurdson, Ardall, score 90 $\frac{1}{2}$.

Sweepstakes for creamery butter, Jacob Thomson. This was a very close win, there being only one-quarter point between Mr. Thomson and the Brandon creamery. All fourth and fifth prizes in creamery classes were donated by the Manitoba Dairy Association.

FARM DAIRY BUTTER.

Farm dairy, not less than 40 pounds: Miss H. C. Taylor, score of 94 $\frac{3}{4}$; second, R. D. Laing, Stonewall, score of 94 $\frac{1}{2}$; third, Robert Buchanan, Buchanan, Sask., score of 92; fourth R. A. Rutledge, St. Charles, with score of 86 $\frac{1}{2}$.

Farm dairy prints 10 pounds: First R. D. Laing, score of 95 $\frac{1}{4}$; second, Miss Taylor, score of 95; third, Mrs. G. H. Clark, score of 93 $\frac{1}{2}$; fourth, Mrs. R. W. Parrott, Carman, score of 92 $\frac{1}{4}$.

Package from dairy not less than 20 pounds: Mrs. R. A. Rutledge, score of 94; Mrs. P. McCrimmon, score of 93 $\frac{1}{2}$; Mrs. Thos. Riggall, score of 92 $\frac{1}{2}$; Mrs. R. M. Parrott, score of 91 $\frac{3}{4}$.

Dairy Sweepstakes: Mrs. R. D. Laing, the score being 95 $\frac{1}{4}$.

The De Laval special went to

R. A. Rutledge, and the Empire separator two special prizes went to Miss Taylor and Mrs. P. McCrimmon.

CHEESE CLASSES.

Two factory cheese colored: A. W. Dumaine, score of 94; Emile Dubois, score of 93; H. W. Trimble, score of 89 $\frac{1}{2}$.

Two factory cheese white: Fred S. Halder, Greenleaf, Wis., score of 90; Emile Dubois, score of 89 $\frac{1}{2}$; J. P. O. Allaire, score of 89.

Sweepstakes for two white or two colored cheese: J. P. O. Allaire, score of 95. The cheese was made by Charles Gaudet at the Oak Island factory.

Two colored cheese made after June 15: J. P. O. Allaire first and second, with score of 94 and 93 $\frac{1}{2}$; third Albert Couriere, score of 93 $\frac{1}{4}$; A. W. Dumaine, score of 93; Emile Dubois, score of 92 $\frac{1}{2}$.

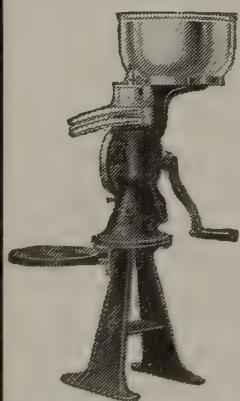
Two factory cheese, white, made after June 15: J. P. O. Allaire, score of 95; Albert Couriere, score of 94; Emile Dubois, score of 91; J. P. O. Allaire, score of 90.

Best twin cheese, white or colored, made in June: J. P. O. Allaire, score 94 $\frac{1}{2}$; Emile Dubois, score of 91 $\frac{1}{2}$; J. P. O. Allaire, score of 91.

Best three Young Manitobas, made in June: J. P. O. Allaire first and second.

Make Your Customers Your Life-Long Friends

When you are selling a man a piece of machinery, it's far easier to sell him just what he wants, than to try to show him you have something "just as good." When you have what he wants, and it is right in every regard, he becomes a steady customer. Further than that he finds you have the real goods, and are right yourself, and the result is he becomes your friend. Let the



Empire Cone

Empire Line of Cream Separators

introduce you to the countryside. The EMPIRE will stand back of you, will perfectly satisfy the user and bring you and the user a good income.

But further than that, the Empire Line is an **actual line**. There are in it the two really standard methods of separation,—the cone and the disc.



Empire Disc

The Frictionless Empire
(The only cone machine made)

The Empire Disc
(The disc method perfected)

You can thus let your customer **take his choice**—the machines will sell themselves. Ask us for more details. Address:

Empire Cream Separator Company of Canada, Limited
Frost and Wood Building Winnipeg, Manitoba

Raymond Mfg. Co.

OF GUELPH, LIMITED

80-82 Lombard Street

WINNIPEG

The Sign
of
Quality

MAKERS OF THE FAMOUS

National Cream Separators Raymond Sewing Machines

We would be glad to have you call and see us at our new warerooms when in Winnipeg. Our latest designs are making a great hit. Drop us a postcard for our new catalog, and, if interested, our traveller will stop off and see you.

RAYMOND MFG. CO., of Guelph, LTD.

80-82 Lombard Street, Winnipeg

BUTTER MAKING CONTEST AT WINNIPEG INDUSTRIAL FAIR.

In the Butter Making Competition there were only three entries, and these were the same in each of the three sections. For some reason this event did not attract the competition that it deserves, although the showing made by the contestants was very creditable. The awards were made by E. H. Farrell, of the dairy department of Manitoba Agricultural College, as follows:

Sec. I. Butter making competition, open to Home Dairy Butter makers. Instructors or assistant instructors (past or present), and 1st prize winner at previous Winnipeg competitions shall be debarred.

1—Miss I. H. Hinrikson, \$25; 2—Geo. E. Goodhand, Dauphin, \$15; 3—Miss Alex Simpson, Atwood, Ont., \$10.

Sec. II. Butter making competition; open to students or ex-students. Instructors or assistant instructors (past or present), and 1st prize winners at previous Winnipeg competitions shall be debarred.

1—Miss I. H. Henrikson, \$25; 2—Miss Alex Simpson, \$15; 3—Geo. E. Goodhand, \$10.

Sec. III. Free for all. On Wednesday, July 20th. Open to all.

1—Geo. E. Goodhand, \$25; 2—

Miss I. H. Hinrikson, \$15; 3—Miss Alex Simpson, \$10.

Miss Hinrikson used an Empire Cream separator, capacity 400 lbs. per hour, in each case.

Geo. E. Goodhand used a Magnet separator, capacity 450 lbs. per hour.

Miss A. Simpson used a Sharples tubular separator, capacity 300 lbs. per hour.

CREAM SEPARATOR EXHIBIT AT WINNIPEG FAIR

The De Laval Cream Separator Co., of Winnipeg, exhibited 11 of their machines varying in capacity from 135 to 1350 lbs per hour, also a steam turbine outfit.

The Empire Cream Separator Co. had seven of their separators on view of capacity from 350 to 600 lbs. per hour. Both disc and cone machines were represented.

The Sharples Cream Separator Co. displayed an assortment of twelve of their tubular cream separators and a steam turbine outfit. The machines ranged from 250 to 1000 lbs. per hour.

The Raymond Mfg. Co. exhibited a full line of sewing machines, seven in number, and eight cream separators of a capacity from 250 to 700 lbs per hour.

The Petrie Mfg. Co., of Ham-

ilton, Ont., exhibited a full assortment of Magnet Cream Separators.

The Melotte Cream Separator Co. of Winnipeg and Calgary had a full line of their machines on view varying in capacity from 280 to 1300 lbs. per hour.

CREAM SEPARATORS SHOWN AT BRANDON

The Sharples Separator Co., of Winnipeg, showed five tubular cream separators, varying from a small No. 1, with a capacity of 250 lbs. per hour to the large No. 9 hand machine, with a capacity of 1,000 lbs. per hour.

The De Laval Separator Co., of Winnipeg, exhibited four of their improved separators of capacity 335 to 700 lbs. per hour. The largest, although a hand machine, was run by an electric motor.

The Empire Cream Separator Co., of Winnipeg, had four of their separators on view, two disc machines of 250 and 450 lbs. capacity and two cone machines of the same capacity as above.

The Melotte Cream Separator Co., showed two of their machines, of 300 and 400 lbs. per hour capacity.

The International Harvester Co. separators at the fair comprised two Bluebells, a No. 1, 350 lbs. per hour, No. 4, 850 lbs. per hour and two Dairymaids, No. 2, 450, and No. 4, 850 lbs. per hour.

Dairying Artistically Treated.

The Massey-Harris Cream Separator Catalogue bears the title "Profitable Dairying" and, in addition to a detailed description of their separators and parts, contains some interesting and instructive articles dealing with the dairy herd, such as Pointers on Feeding, Fresh Skim Milk for Young Stock, Hints on Butter-making, etc.

The advantages of a reliable cream separator are very clearly set forth, and the superior points of Massey-Harris construction dealt with in a most convincing manner. Thirty-two pages, beautifully illustrated in half tone and printed on fine stock in a pleasing shade of brown go to the make up of "Profitable Dairying."

It was the first time Aunt Mary Jane had been to a vaudeville show, and she was particularly pleased with the feats of the magician. But when he covered a newspaper with a piece of heavy flannel and read the print through it, she became a little nervous. He then redoubled the cloth, and again read the letters accurately. This was more than she could stand, and rising in her seat she said, "I'm going home. This ain't no place for a lady in a thin calico dress."

OUR CATALOGUES FOR 1910-11

OF

HARNESS, CARRIAGES AND CUTTERS

Are now ready. If you have not received one let us hear from you.

Our Travellers are also on the road with a larger range of Harness, Collar and Horse Goods samples than ever before. A postal card will bring them to your door. Better look them over before placing your orders.

We show the largest and most up-to-date variety in Canada and at prices that will appeal to you.

Heney Carriage and Harness Co.,

LIMITED

MONTREAL., P.Q.

WINNIPEG, CAN.

A Warning

The dairy public and intending separator buyers are hereby advised that at Winnipeg Industrial Exhibition just closed there was no test of cream separators nor any award of merit offered for them. The same is true of every fair held in Canada up to this date, and will apply to all exhibitions to be held throughout Western Canada for the balance of the current year.

This warning seems advisable in view of past misrepresentations by certain unscrupulous separator manufacturers claiming to have received for their machines an award where none of any kind was made for cream separators. Confirmation of the statements made herein may be had by simply addressing a letter to "The Manager" of the Winnipeg or any other fair at which an award of merit may be claimed to have been offered or received.

The De Laval Separator Co

14-16 Princess Street, Winnipeg



J. I. Case 32 H.P. Steam Tractor Hauling a 12-Bottom 14-inch Cockshutt Engine Gang.

Agricultural Motor Contest

Continued from page 12.

The Rumely Oil Pull and the Hart-Parr, both kerosene tractors, were not officially entered in the motor competition, the respective companies refusing to submit to a charge of 18c. per gal. for fuel when the local price of low grade kerosene is but 11c. At the last moment a kerosene class with fuel furnished at 11c. was offered separate from the gasoline classes, but the Rumely Oil Pull alone entered on this basis. The authorities in charge of the test did not wish to award a medal to an engine having no competitor, but official tests were made of both brake horsepower and plowing with the Oil Pull.

The Hart-Parr kerosene tractor gave a series of demonstrations on the plowing field, using a 7 bottom John Deere gang. The performance of this tractor was followed with great interest, and although no data are available the work of the engine was evidently highly satisfactory.

The Kinnard Haines outfit was compelled to give up any hope of gaining the championship owing to a development of clutch-slipping trouble in the engine. This was due to oil getting on the cork inserts of the clutch—a new feature which has been introduced in this year's experimental engine. The use of a cork insert is generally considered a specially good feature in an engine, as it does away with the fierceness of the clutch and at the same time, if properly fitted so that an excess of oil does not get on it, will give an extremely good drive. The Goold, Shapley and Muir 50-horse power engine was also compelled to give up owing to overheating of the engine, the company's second string, however, did well in the running. Some very fine plowing was accomplished by several of the engines, and the opinion that it was far better than horse work was often stated by farmers watching the contest.

The points upon which the awards were made were as follows: Brake test 150, plowing

test 200, design and construction 50; total 400. The competition was in charge of A. W. Bell, manager, Winnipeg, Man., and the engineers in charge were Prof. A. R. Greig and Prof. L. J. Smith.

The official table* of results made up from the two hour brake test, the half hour maximum brake test and the plowing test, will enable our readers to readily find any data required. This table has been compiled with great care and is even more exhaustive than that published last year, and we offer it in the hope that it may be of real service to those interested.

Following will be found a brief synopsis of the performance of each of the 18 entrants. These particulars together with the table will enable the reader to see at a glance what each engine did in the tests.

CLASS A.

Internal Combustion Engines 20 b.h.p. and under.

The International Harvester Co. 15 h.p. gasoline engine, No. 1, developed 15.28 h.p. on the two hour brake test using 21.5 lbs. of fuel. In the half-hour maximum brake test 15.5 h.p. was recorded with a fuel consumption of 6.25 lbs. for the 30 minutes. In the plowing test this engine pulled a two furrow,

14 inch Oliver gang plow and turned over 3.61 acres in 4 hours 59 min., with an average draw bar pull of 1705 lbs. 81.5 lbs. of gasoline were used at the rate of 3.23 gallons per acre. First prize was awarded this engine which made a score of 306.7 points.

The Avery Co. engine No. 5, of 12 h.p. recorded 14.16 h.p. at the two hour brake test on a fuel consumption of 35.5 lbs. In the half-hour maximum brake test this engine showed 19.2 h.p., using 11.75 lbs. of fuel for the full half hour. In the plowing test this engine hauled a three furrow 14 in. P. & O. gang plow and plowed 3.20 acres in 4 hours 15 min. The average draw bar pull exerted was 1980 lbs. 75.5 lbs. of fuel were used at the rate of 3.37 gallons per acre. This engine obtained a score of 275.3.

CLASS B.

Internal Combustion Engines 21 to 30 b.h.p.

The Avery Co.'s engine No. 2, 25 h.p., showed 20.69 h.p. at the two hour brake test on a consumption of 35.5 lbs of fuel. No maximum brake test was made of this engine and it did not enter the plowing test.

Goold, Shapley & Muir entered engine No. 3, of 20 h.p., which rose to 28.13 h.p. on the two hour brake test, consuming 40.5 lbs of fuel. 34.15 h.p. was developed at the half-hour maxi-

mum brake test which unfortunately disqualified the engine for this class. The engine ran only 14 minutes, consuming 7 lbs. of fuel. A 6-bottom 12 in Verity gang plow was hauled in the plowing test, covering 6.65 acres in 6 hours 9 min. The draw bar pull averaged 3250 lbs. and 152½ lbs. of fuel were used at the rate of 3.28 gallons per acre. 292.2 points were scored by this engine.

International Harvester Co. had engine No. 4, of 20 h.p., in this class. 22.11 h.p. was developed at the two-hour brake test and 28.5 lbs. of fuel used. On the half hour maximum test 22.6 h.p. was recorded, 9.5 lbs. of fuel being used in 30 minutes. An Oliver gang plow, 4 furrow, 14 in., was pulled in the plowing test and turned over 5 acres in 3 hours 42 min. The average draw bar pull was 2450 lbs., and 76.5 lbs. of fuel were used at the rate of 2.19 gallons per acre. The score awarded was 329.3.

CLASS C.

Internal Combustion Engines over 30 b.h.p.

The Birrell Motor Plow Co. came on the field with No. 6, combined engine and plow, rated at 22 h.p. On the two-hour brake test 27.21 h.p. was developed and 65 lbs. of fuel consumed. The maximum half hour brake test gave this engine 29.1 h.p. on a fuel consumption of 17.5 lbs. Time, 30 min.. A 6-bottom 14 in. Moline gang plow forming a part of this engine turned over 2.75 acres in 2 hours and 39 minutes. 93 pounds of fuel were used at the rate of 4.86 gallons per acre. This engine did not complete the tests and no award was made.

The Gas Tractor Co., of Winnipeg were represented by engine No. 7, of 25 h.p. on the two hour brake test, this engine developed 34.66 h.p. using 70 lbs. of fuel. In the half-hour maximum brake test 35.1 h.p. was developed, 23 lbs. of fuel used, and the engine ran 30 min. In the plowing test this engine hauled a 6 bottom 14 in. Cock-



Rumely Oil Pull Kerosene Tractor Turning the Sod with a Rumely 8 Bottom 14-inch Engine Gang

shutt gang and plowed 10.6 acres in 6 hours 15 minutes. An average draw bar pull of 4550 lbs. was exerted, and 179.5 lbs. of gasoline used at the rate of 2.42 gallons per acre. 334 points were scored by this engine.

Goold, Shapley & Muir Co.'s engine No. 8 of 30 h.p. went to the two hour brake test and developed 34.86 h.p. at an expenditure of 77 lbs. of fuel. 38.8 h.p. was recorded at the half hour maximum test, 24.5 lbs. of fuel being used in 30 minutes. A 6 bottom 14 in. Cockshutt gang was used in the plowing test and turned over 8.82 acres in 6 hours 30 minutes. The average draw bar pull was 4200 lbs., 240.5 lbs. of fuel being used at the rate of 3.89 gallons per acre. This engine scored 274.6 points.

International Harvester Co. had engine No. 9 of 45 h.p. in this class. At the two hour brake test 46.49 h.p. was recorded on a fuel consumption of 55¼ lbs. At the half hour maximum test 47.8 h.p. was developed and 19.25 lbs. of fuel consumed in 30 minutes. A ten bottom, 14 in. P. & O. gang was pulled in the plowing contest and turned over 17.59 acres in 6 hours 56 minutes. The draw bar pull averaged 7350 lbs. and 260 lbs. of fuel was consumed at the rate of 2.11 gallons per acre, the least of any gasoline tractor in the test. Score, 350.1.

Kinnard Haines engine No. 10, of 40 h.p. developed 49.76 h.p. at the two hour brake test, using 64 lbs. of fuel. 50.2 h.p. was recorded at the half hour maximum test on a fuel consumption of 12 lbs., engine running 30 minutes. A 6 bottom John Deere gang was hauled in the plowing contest but the test was not completed.

Gas Tractor Co., of Minneapolis, entered engine No. 18 of 20 h.p. This developed 51.84 h.p. at the two hour brake test, using 67 lbs. of fuel. In the half hour maximum test 53.9 h.p. was recorded and 20.5 lbs. of fuel consumed in 30 minutes. This engine hauled a 7 furrow 14 in



Flour City 40 H.P. Gas Tractor Hauling an 8 Bottom 14-inch John Deere Engine Gang

John Deere gang in the plowing contest and turned over 12.43 acres in 6 hours 48 minutes. Draw bar pull averaged 5400 lbs. and 199.5 lbs. of fuel were used at the rate of 2.20 gallons per acre. 354.4 points were scored.

The Rumely Co. engine No. 11 was rated at 25 h.p. but at the two hour brake test showed 46.8 h.p. at an expenditure of 1¼ lbs. of gasoline and 106 lbs. of kerosene. At the half hour maximum brake test 49.2 h.p. was developed, fuel used being 1¼ lbs. gasoline and 34 lbs. kerosene. Engine ran 30 minutes. An 8-bottom 14 in. Rumely gang was used in the plowing test and turned over 12.01 acres in 5 hours 56 minutes with an average draw bar pull of 5500 lbs. Three lbs. of gasoline was used and 329 lbs. of kerosene at a rate of 3.49 gallons per acre.

CLASS D.

Steam Engines Up to 60 h.p.

The J. I. Case Co. engine No. 12, of 36 h.p., developed 44.25 h.p. in the two hour brake test, using 350 lbs. of fuel. In the half hour maximum brake test 60 h.p. was developed and 171 lbs. of fuel used in 30 minutes. In the plowing test a 4 bottom 14 inch Cockshutt gang was

hauled and turned over 8.98 acres in 6 hours 52 minutes. The average draw bar pull was 3580 lbs. and 1420 lbs. of fuel was used at the rate of 168 lbs. per acre. 267.6 points were awarded. Gold medal.

CLASS E.

Steam Engines 60 to 90 h.p.

The Avery Co. engine No. 13, of 20 h.p., recorded 66.79 h.p. on the two hour brake test with a fuel consumption of 556 lbs. In the half hour maximum brake test 96.6 h.p. was developed, 238 lbs. of fuel being used in 30 minutes. In the plowing test this engine pulled an 8 bottom 14 inch Cockshutt gang and turned over 6.06 acres in 2 hours 50 minutes. The draw bar pull averaged 6900 lbs., and 892 lbs. of fuel was used at the rate of 149 lbs. per acre. Points scored 269.3. This engine was disqualified for this class as it developed over 90 h.p.

The J. I. Case Co. engine No. 14, 75 h.p. showed 61.69 h.p. on the two hour brake test, using 443 lbs. of fuel. In the half hour maximum brake test 94.3 h.p. was developed, 192 lbs. of fuel being used in 30 minutes. An 8 bottom, 14 in. Cockshutt gang was hauled in the plowing test

and turned over 20.17 acres in 6 hours 53 minutes. Average draw bar pull was 6850 lbs., 2432 lbs. of fuel being used at the rate of 121½ lbs. per acre. Score was 297 points. This engine was disqualified in this class owing to developing over 90 h.p.

CLASS F.

Steam Engines over 90 h.p.

The Avery Co. engine No. 15, of 30 h.p. developed 97.08 h.p. on the two hour brake test, using 701.75 lbs. of fuel. In the half hour maximum brake test 124.4 h.p. was recorded on a fuel consumption of 517 lbs. in 30 minutes. In the plowing test a 12 bottom 14 in. Cockshutt gang was hauled, and plowed 12.16 acres in 3 hours 21 minutes. Draw bar pull averaged 11,500 lbs. and 1820 lbs. of fuel was consumed at the rate of 152 lbs. per acre. Score of 291.9 points was awarded.

J. I. Case engine No. 16, of 110 h.p., developed 98.61 h.p. on the two hour brake test, using 606 lbs. of fuel. At the half hour maximum brake test 129 h.p. was developed on a fuel consumption of 278 lbs. In the plowing test a 12 bottom 14 inch Cockshutt gang was used, plowing 33.08 acres in 8 hours 17½ minutes. Draw bar pull averaged 10,860 lbs., and 3282 lbs. of fuel were used at the rate of 99 lbs. per acre. The score made was 356.1

The Rumely Co. engine No. 17, of 120 h.p. developed 105.86 h.p. on the two hour brake test, using 861 lbs. of fuel. In the half hour maximum brake test 135.8 h.p. was developed for 30 minutes, and for 10 minutes 132.07 h.p. Fuel consumed was 511 lbs. A 14 bottom 14 in. John Deere gang was used in the plowing contest and turned over 24.07 acres in 6 hours 21 minutes. Draw bar pull averaged 10,700 lbs., and 2910 lbs. of fuel was used at the rate of 121 lbs. per acre. The score was 280.8 points.

On the following pages will be found the complete results in tabulated form.



Goold, Shapley & Muir 30 H.P. "Ideal" Gas Tractor Pulling an 8 Bottom 14-inch Cockshutt Engine Gang

Judges' Tabulated Record of The 1910 Winnipeg Motor Contest,

CLASS	Entry Number	MAKER'S NAME	ENGINE DATA															Weigh	
			Cylinders			Rated R. P. M.		H. P.		Pulley		Drivers		Speeds in M. per Hr.		Capacity of Fuel Tank Imp. Gals.	Capacity of Water Tanks Imp. Gals.		Total
			Number	Diameter	Stroke	Engine	Pulley	Nominal	Specified Brake	Diameter	Face	Diameter	Face	High	Low				
A. Internal Combustion 20 B. H.P. and under.	1	International Har. Co. . . .	1	8	14	250-300	250-300	15	18	36	9½	56	22	2.10	1.75	23.7	30	10,500	
	5	Avery Co.	4	4¾	5	1000	1000	12	36	8¼	10	40	6	10	to 2	19	7.5	6,000	
B. Internal Combustion 21 to 30 B. H.P.	2	Avery Co.	1	12	18	350	350	25	25	40	11	65	20	3	¾	41	47.5	12,000	
	3	Goold, Shapley & Muir Co. . .	2	7½	10	350-400	350-400	20	28	18	9	70	22	2.5	2	41	37	11,000	
	4	International Har. Co.	1	8¾	15	240-300	240-300	20	23	40	10½	70	20	2.10	1.75	30	44	14,200	
	6	Birrell Motor Plow Co.	4	8½	10	300-350	240	22	45	34	9	78	24	2.5		39.5	130	22,000	
C Internal Combustion Over 30 B. H.P.	7	Gas Traction Co. Wpg.	4	6	8	550-650	550-650	25	45	18½	9	96	24	2	1¾	45.6	90	.....
	8	Goold, Shapley & Muir Co. . .	2	9½	13	325-375	325-375	30	45	26	9	84	26	2¼	2	49	102	17,730	
	9	International Har. Co.	2	9	14	320-340	320-340	45	55	28	10½	75	24	2	2.1	39	112.5	20,990	
	10	Kinnard Haines.	4	7½	8	500	300	40	60	34	10	96	24	2.25		39	277	19,000	
	18	Gas Traction Co. Minn.	4	6½	8	550	450	20	60	24	9	96	24	3	2	51	81	17,500	
	11	Rumely Co.	2	10	12	375	375	25	50	36	11	64	26	1.9		80 ker. .67 gas.	112	26,700	
D—Steam. 60 B.H.P. & under	12	J. I. Case, 36 B. H.P.	1	8¼	10	250	250	...	36	40	10.5	66	20	2.4		18 cu.ft.	143	17,470	
E Steam 60 to 90 Brake H. P. .	13	Avery Co. 60 B.H.P.*	2	6	10	250	250	20	60	40	11	65	20	1.5	4	26 cu.ft.	303	26,000	
	14	J. I. Case, 75 B. H.P.*	1	11	11	250	250	...	75	40	12	72	24	2.6		25.4 cu.ft.	217	25,800	
F Steam 91 and above Brake H.P.	15	Avery Co., 90 B. H.P.	2	7	10	250	250	30	90	40	12	80	26	1.5	4.5	13 cu.ft.	371	36,000	
	16	J. I. Case, 110 B. H.P.	1	12	12	230	230	...	110	43.5	16	84	36	2.37		39.4 cu.ft.	305	40,460	
	17	Rumely Co., 120 B. H.P. . . .	2	7¾	14	250	250	36	120	41	12	84	30	2.03		28.12 cu.ft.	500	46,480	

CLASS	Entry Number	MAKER'S NAME	HALF HOUR MAXIMUM BRAKE TEST								Plows		Miles travelled	
			H. P. Developed	R. P.M. Eng. Pulley	Gal. Water Used	Fuel Used, Lbs.	H.P. Hrs. per Unit Fuel	Total running time	M. E. Pressure	Ave. Steam Pressure	Number	Width		Make
A. Internal Combustion 20 B. H.P. and under.	1	International Har. Co.	15.5	247	2.75	6½	8.67	30 min	70.7	.....	2	14"	Oliver	12
	5	Avery Co.....	19.2	1173	1.15	11.75	5.7	30 min	36.6	.....	3	14"	P. & O.	7
B. Internal Combustion 21 to 30 B. H.P.	2	Avery Co.....	No test on maximum or plowing											
	3	Goold, Shapley & Muir Co.*	34.15	363	1	7	7.9	14 min	84.2	.....	6	12"	Verity	8
	4	International Har. Co.	22.6	240	2.75	9.5	8.32	30 min	82.7	.....	4	14"	Oliver	8
	6	Birrell Motor Plow Co.	29.1	199	2.7	17.5	5.8	30 min	50.9	.....	.....	14"	Moline	3
C Internal Combustion Over 30 B. H.P.	7	Gas Traction Co.Wpg.	35.1	616	0	23	5.3	30 min	50.0	.....	6	14"	Cockshutt	12
	8	Goold, Shapley & Muir Co.	38.8	335	1.2	24.5	5.5	30 min	49.8	.....	6	14"	Cockshutt	10
	9	International Har. Co.	47.8	345	4.0	19.25	8.7	30 min	61.6	.....	10	14"	P & O.	12
	10	Kinnard Haines.	50.2	302	12.3	12.0	14.6	30 min	55.9	.....	6	.....	Jno. Deere	
	18	Gas Traction Co Minn.....	53.9	489	0	20.5	9.2	30 min	67.28	.....	7	14"	Jno Deere	12
	11	Rumely Co.	49.2	372	3.4	34k 1½ g	5.49	30 min	55.6	.....	8	14"	Rumely	10
D—Steam. 60 B.H.P. and under	12	J. I. Case, 36 H. H.P.....	60.0	268	99.7	171	17.5	30 min	83.9	131	4	14"	Cockshutt	16
	13	Avery Co. 60 B.H.P.*	96.6	276	149.5	238	20.3	30 min	124.8	167	8	14"	Cockshutt	5
E Steam 60 to 90 Brake H. P.	14	J. I. Case 75 B. H.P.*	94.3	255	143.3	192	24.6	30 min	70.8	135	8	14"	Cockshutt	17
	15	Avery Co. 90 B. H.P.....	124.4	240	275.4	517	12.0	30 min	135.2	189	12	14"	Cockshutt	7
F Steam 91 and above Brake H.P.	16	J. I. Case 110 B. H.P.	129.0	225	227.4	278	23.4	30 min	84.8	157	12	14"	Cockshutt	21
	17	Rumely Co. 120 B. H.P.	132.07 135.8	243	320.8	511	17.6	10 min 30 min	84.8	176	14	14"	Jno. Deere	12

* These engines developed more than their allotted horse power, which threw them out of their class, consequently they were disqualified.

ENGINE DATA										TWO HOUR BRAKE TEST									
Price F. O. B. Winnipeg	Piston Rod Diam.	Piston Speed feet per min.	Area of Piston Sq. Ft.	Piston displacement Cub. Ft. per min.	Circum'ce Engine Pulley	Authorized Steam Pressure	H.P. Developed	R. P.M. Eng. Pulley	Gals. Water Used	Per cent. Water used	Fuel Used, Lbs.	Per cent Fuel Used	H.P. Hrs. per Unit Fuel. †	Total running time	Lbs. water evaporated per lb. Fuel	H.P. Hrs. per 100 gal. water.	Mean Effective Pressure in Cylinder	H.P. 2 Hr. Test Max. Test	Ave. Fuel Pressure
1,720.00		583.3-700	.349	203.6-244.3	114 "		15.28	249	7.8	26	21.5	90.7	9.94	2 hrs.	3.63	391	69.6	.99	
2,500.00		833.3	.123	102.5	27 3/4 "		14.16	1127	4.3	57.3	35.5	26.7	5.58	2 hrs.	1.21	659	28.08	.74	
2,000.00		583.3	.442	257.8	127 11-16 "		20.69	254	4.5	13.5	35.5	17.6	5.71	1.24m	1.27	644	31.7		
2,300.00		583.3-666.7	.307	179.1-204.7	69 3/8 "		28.13	350	1.1	3.05	40.5	14.5	9.48	1.57m	0.27	401	72	.82	
2,300.00		600-750	.418	250.8-313.5	125 1/2 "		22.11	235	10.0	22.7	28.5	17.2	10.86	2 hrs.	3.51	442	82.6	.98	
3,200.00		500-583	.394	197 -229.7	106 7/8 "		27.21	203	3.1	2.4	65	23.5	5.86	2 hrs.	0.48	1755	32.5	.93	
0,000 cash		733.3-866.7	.196	143.7-169.9	59 3/4 "		34.66	597	0	0	70	22.0	6.93	2 hrs.	0		50.8	.99	
2,775.00		704.2-812.5	.492	346.5-399.7	92 3/8 "		34.86	304	4.4	4.3	77	22.5	6.34	2 hrs.	0.57	1584	49.3	.90	
2,700.00		700	.492	344.4	89 3/4 "		46.49	344	15.0	13.3	55 1/4	20.3	11.78	2 hrs.	2.71	620	60.06	.97	
3,400.00		666.7	.307	204.7	104 3/8 "		49.76	297	0	0	64	23.4	10.88	2 hrs.	0		56.32	.99	
500 cash		733.3	.230	168.7	74 3/4 "		51.84	493	0	0	67	18.8	10.83	2 hrs.	0		64.2	.96	
3,400.00		750	.545	408.7	113 1/2 "		46.8	378	8.6	7.67	106k 1 1/2 g	132.5	6.88	2 hrs.	.80		52.0	.95	
1,812.50	1 5-16 "	416.7	.367	152.9	124 5/8 "	140	44.25	264	252.3	176	350	34.1	25.28	2 hrs.	7.2	35.1	62.2	.74	134
3,200.00	1 1/8 "	416.7	.193		106 1/2 "	175	66.79	256	398.7	132	556	39.6	24.02	2 hrs.	7.17	33.5	93.03	.69	169
2,593.75	1 9-16 "	458.3	.652		125 "	140	61.69	265	364.5	168	443	32.3	27.85	2 hrs.	8.22	33.8	44.6	.65	136
4,000.00	1 1/8 "	416.7	.264		125 1/4 "	200	97.08	265	611.2	165	701 1/4	100	27.66	2 hrs.	8.71	31.7	95.54	.78	189
3,744.00	1 15-16 "	460	.775		137 "	162	98.61	233	604	198	606	28.4	32.54	2 hrs.	9.97	32.6	62.6	.76	156
3,300.00	1 1/4 "	583.3	.261		129 15-16 "	185	105.86	247	623	125	861	56.6	24.59	2 hrs.	7.24	34.0	65.1	.78	175

PLOWING TEST

Time, minutes	Acres per Hr.	Average Draw bar Pull, lbs.	Fuel used, lbs.	Fuel used lbs. per acre	Water used, gal.	Water used per acre	D. B. Pull per 1 inch width of furrow	D. B. H. Hrs. per acre plowed	Fuel Used, gals. per acre	Drawbar H.P.	D. B. H.P. Brake H.P. 5/8	D. B. H.P. Max. B. H.P. in. %	D. B. H.P. Hrs. per unit Fuel	Per cent water used per acre	Acres plowed per Max. B. H.P. Hr.	Per cent Fuel per mile	Total points allowed in Judging Engines.	Medals Awarded
299	0.72	1705	81.5	22.58	27.9	7.72	60.8	15.72	3.23	11.39	75	73.5	4.87	25.7	.046	3.93	306.7	Gold Medal
255	0.75	1980	75.5	23.59	3.6	1.12	47.1	11.78	3.37	8.87	62.5	46.1	3.49	15	.039	7.95	275.3	Silver Medal
369	1.08	3250	152.5	22.93	5.4	.81	45.1	11.63	3.28	12.58	44.7	36.9	3.55	.22	.031	5.95	292.2	
222	1.35	2450	76.5	15.3	30.0	6.00	43.8	11.66	2.19	15.75	71.1	69.5	5.33	14	.058	4.08	329.3	Gold Medal
159	1.03	.....	93	34.00	10.0	3.66	.....	.....	4.86	.....	.....	.....	.....	.....	.035	.....	.....
375	1.70	4550	179.5	16.93		0	54.16	14.3	2.42	24.24	69.8	69.0	5.91	0	.048	4.5	334.0	Bronze Medal
390	1.36	4200	240.5	27.26	5.3	.60	50.0	13.58	3.89	18.44	52.9	47.6	3.49	.06	.035	.655	274.6	
416	2.54	7350	260	14.78	119	6.76	52.5	13.9	2.11	35.30	75.8	73.8	6.59	6	.053	7.63	350.1	Silver Medal
		Test not completed																
408	1.83	5400	199.5	16.05	0	.....	55.1	14.46	2.20	26.44	51.1	49.2	6.32	0	.034	4.47	354.4	Gold Medal
356	2.02	5500	329k 3g	27.64	27.7	2.3	49.1	13.06	3.49	26.45	56.5	53.8	3.71	2	.041	4.88	not scored	
412	1.31	3580	1420	158.1	864	96.21	63.9	17.06	.....	22.31	50.5	37.2	10.78	67	.022	9.09	267.6	Gold Medal
170	2.14	6900	892	147.2	828.6	136.7	61.6	16.24	.....	34.74	52.01	36	11.04	45	.022	11.87	269.3	
413	2.93	6850	2432	120.6	1869	92.6	61.2	16.15	.....	47.34	76.6	50.1	13.4	42.7	.031	9.93	297	
201	3.63	11500	1820	149.6	1308	107.6	68.4	18.01	.....	65.36	67.3	52.5	12.03	29	.029	36.23	291.9	Silver Medal
497 1/2	3.99	10860	3282	99.20	2713	82.01	64.6	18.78	.....	74.92	75.9	58.0	18.92	27	.031	7.19	356.1	Gold Medal
381	3.79	10700	2910	120.8	2244	93.22	54.6	14.79	.....	56.08	53.0	41.3	12.23	14.6	.027	15.33	280.8	Bronze Medal

it of fuel, 7 lbs. gasoline, and 100 lbs. coal; 7.9 lbs. kerosene.

Wt. of imp. gal. gasoline, 7 lbs. Wt. of imp. gal. kerosene used, 7.9 lbs.

Yes, it was Warm.

Weather reports during June show that the western provinces bore the brunt of the hot, dry weather in Canada.

The Dominion Meteorological Service states that the mean temperature was above the average from the Rocky Mountains to Georgian Bay, and also very locally in the Maritime Provinces; elsewhere in Canada the normal was not reached. Over the western provinces the temperature ranged from one to six degrees above normal, and in British Columbia it averaged as many degrees below. The latter half of the month was exceptionally warm over the Dominion, especially so in the western provinces. The highest temperatures recorded were: Edmonton 94, Calgary 88, Medicine Hat 102, Swift Current 98, Battleford 94, Prince Albert 90, Moose Jaw 97, Minnedosa 99, Winnipeg 99, Treherne 100, Morden 103. Only at Qu'Appelle and Prince Albert did the mercury at any time during the month drop below 30. The highest readings elsewhere in Canada were Toronto 93, Montreal 84, Quebec 82, St. John 76, Moncton 79, Halifax 82 and Charlottetown 76. Precipitation was meagre throughout Canada except in the Maritime Provinces, and in some districts in south-eastern Saskatchewan, where it was in excess of the average; in Ontario and the western provinces the rainfall was considerably less than half the usual quantity. The weather was for the most part fine and warm in British Columbia. In the northwestern provinces the month was marked by very warm weather and lack of rain. In the Edmonton district it was fine and warm and showery, with heavy rains towards the end of the month. There were 289 hours of bright sunshine at Edmonton and 313 hours at Moose Jaw; in the latter district and at Battleford the weather was fairly favorable.

Harvest Outlook.

On the whole, crops throughout the West will be light, although many districts report prospects of an average yield, and some sections are expecting an excellent harvest. Practically the entire North American continent has suffered severely from drouth during the past two months, and in many localities new records for high temperatures have been made. On July 26 Salina, Kansas, reported a shade temperature of 111 degrees F.; Sapulpa, Okla., 109 degrees; Joplin, Mo., 107 degrees; and many other cities suffered greatly from a heat wave. In our own Dominion temperatures as high as 104 degrees F. have been recorded this summer, and while



CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

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not accompanied with the same discomfort as in more humid regions, the blazing sunshine and lack of rain has caused damage to hay and grain crops. The largely increased acreage in wheat will to some extent offset the damage done, but according to the July crop reports. Southern Manitoba and the same parts of Saskatchewan and Alberta will not yield more than half a crop.

It is interesting to note in how many reports stress is laid on the fact that where careful farming has been done the crop shows a great improvement—in spite of light rainfall—over adjoining fields where indifferent or careless methods of tillage have been practised.

Judging by reports on the present condition of the wheat-fields it would seem safe to predict a yield of about 12 bushels per acre, making a total wheat yield for the three prairie provinces of 101,438,400 bus. While not a bumper crop by any means, this will supply bread and seed, and a fair amount for export, and the quality will be high.

Even in the country lying south of the main line of the C. P. R. there are some fine crops which will help out the average.

No district likes to lose a crop, but it is certain that southern Manitoba can better afford such a loss than any other section of the west, as there has been no general crop failure there since 1888, and the percentage of well-to-do and wealthy farmers is large. Southern Saskatchewan has suffered less than expected. Southern Alberta may be counted almost a total loss. Northern

and Central Saskatchewan have one of the finest crops in their history, and it must be remembered that of all the provinces Saskatchewan has the largest area in wheat, and the largest percentage of that area is in the centre and northern parts of the province. Northern Alberta, speaking generally, has a good crop.

An Appreciation.

We take this opportunity of thanking the large number of those connected with the implement business who so kindly gave us a visit during the Fair. We look forward to these festive seasons with the more pleasure because it is at such times that a great many implement men are in the city on business and recreation combined, and, we are glad to say, not a few of them take advantage of our invitation to come and see us.

We appreciate these friendly calls more than we can readily express; for a large proportion of our friends are, of course, scattered all over Western Canada, and for the greater part of the year our intercourse is restricted to written communications, which are always heartily welcome, but do not give nearly the same amount of satisfaction as the heart-to-heart talk and the warm hand shake. There is nothing like personal contact with a man, whether you are doing business with him or anxious to make his acquaintance out of pure friendship, and so, on all visits to our city we reiterate our earnest invitation to walk into our sanctum, if only for a few moments—just to pass

the time of day.

We regret that we are unable to give a list of the names of those dealers who visited the Exhibition, many of whom we had the pleasure of meeting. Readers will understand that the exigencies of the publishing business put a premium on space, and, in addition, a long list of names does not make the most interesting reading.

A Canard.

A gentleman who recently returned from the south informed us that there is a strongly organized campaign in the daily and weekly press of the U. S. having for its object the reclamation of some of the vast number of Uncle Sam's boys who have decided to cross the border into Canada.

The plan is simply to publish statements from time to time that American settlers are returning, in great numbers, disgusted with Canada in every way. There seems to be no doubt that these malignant calumniations are the result of a premeditated, preconcerted action. In plain words, it would seem that either the railways or other financial interests are really a bit scared at losing so many of their best agriculturists, and are not ashamed to stoop to such tactics as mentioned above in order to restore the prestige of the screaming eagle.

Canadian Farm Implements gives a most emphatic denial to the aspersions cast on the finest wheat lands in the world. It is absolutely untrue that any desertion of Western Canada has taken place or is likely to.

A cartoon recently appearing in a trade paper published in the U. S. seems to describe the situation rather well. A typical Yankee is depicted leaping lightly over a barb wire fence which divides the two countries. Here he is confronted by an official of the U. S., who takes it as a matter of course that here is a case of the prodigal returned. He gets a surprise, however, on being informed that the "prodigal" has only come back for the purpose of getting all his relations to go with him to Canada.

Canadian Commerce.

Mr. Arthur Hawkes, of the Canadian Northern Railway, discussing the strength of American enterprise in Canada in the Nineteenth Century, concludes that many countries are after Canadian trade, but that while the United States and Germany appreciate the openings offered here there is much room for improvement in the methods of British manufacturers. In part he said: "The employment of capital for manufactures in Canada is largely conditioned, if it is not abso-

lutely governed, by tariffs. The American is here because of tariffs. The Britisher is here almost by accident. The Britisher has not had the spur of contiguity that the American has had. The American has not become rooted in markets all over the world, and 'set' in all his ways as the Britisher has. It is not fair to talk as though the British manufacturer should have concentrated on Canada; for the Dominion, however important it imperially now is, and however important it may, and certainly will become, is still only a minor part of the field from which Britain may draw her commercial substance. Among the most enthusiastic believers in the development of British trade with the overseas dominions are some who try to understand the deepest currents of commerce on this continent, and who do not disguise their anxiety about the ultimate position of the British trader in Canada."

Man and Machinery.

In the past the introduction of machinery to supplant hand labor was the signal for discontent, disturbance and sometimes destruction. When the loom, the revolutionary invention of Arkwright, was introduced in England in 1760 the spinners endeavored to destroy it and he was forced to remove to Nottingham in order to avoid the attacks of the lawless rabble who thought his machines would deprive many workmen of a livelihood. When railroads were first constructed there were those who wanted to pull up the tracks. Even in the present day a local crisis sometimes occurs as a result of the introduction of some machine which displaces manual labor. Men are for the time being deprived of their work and compelled to seek other means of making a living. Such disturbances are only of a temporary nature, and are inseparable from all growth and progress. What has to be considered is the effect of machinery in the long run. We find that the higher the producing power of a machine the higher the wages of the men who run it, because the cost of their wages diminishes relatively to the utility of the machine. The introduction of labor saving machinery then, makes openings for skilled and highly paid workmen, and tends to an all-round higher standard of intelligence amongst workers.

But while the workmen attached to the machinery may get higher wages, the number of workmen employed is, it is claimed, diminished. Comparison shows that when Arkwright took out his patent for the loom, there were in England 5,200 spinners working at spinning wheels, and 2,700 weavers, 7,900 persons in all. There are now 500,000

hands employed in the English spinning factories. The same thing may be said of English railroads. They ruined stage-coaches, but their employees now number 230,000.

Hudson Bay Survey.

In an effort to determine the terminus of the new railway the Canadian Government steamer Stanley has started for Hudson Bay with two parties to make hydrographic surveys at Port Nelson and Fort Churchill. The report of these surveyors will determine the location of the deep water terminus of the Hudson Bay Railroad, the first contract of which will shortly be let by the Canadian Government.

W. J. Stewart, head Canadian hydrographic surveyor, will have charge of the work, which will be divided between two parties, one under H. B. Pariseau and the other under A. A. G. Bachand. One party is assigned to Churchill and the other to Nelson.

As the approach to Nelson will have to be charted for ten or fifteen miles out, owing to the presence of sandbars, a schooner has been secured at Halifax and will at once be sent in for use at this point.

Work at Churchill does not extend so far from the shore, and the party at this point will make its base of operations on land and work from small boats and launches. It is expected that surveys will be completed this summer. The work of charting Hudson Bay and Hudson Straits will be undertaken later. A special steamer will have to be secured for this.

When Credit becomes a Loan.

Every merchant who sells on credit is a partner with the buyer to the extent of his sale during the period elapsing until payment is made, and as such has a right to know the financial condition of his debtor, says the Credit Men's Bulletin. This sense of partnership is rarely recognized by either party to the sale. Every man should regard a time sale as a money loan. He would not care to ask his jobber for the loan of an amount of money equal to the value of the goods he buys on time. But he does the equivalent of that when he asks the jobber to extend his credit beyond the time for his payments set by the terms agreed upon. If the buyer were to go to his bank and borrow the money necessary to pay for the goods on the same time, he would not only have to pay the legal rate of interest, but a premium besides, and if he did not meet the obligation on its maturity would have to satisfy the bank that the account was good and collectible and, of course, pay the interest for the extended time. Does the salesman realize when he is closing a

sale with a customer that he is virtually lending that customer a sum of money equal to the value of the goods for the period that shall elapse before payment is made? And does the buyer realize that in asking for credit, be it only for ten days, he is asking the seller the favor of a cash loan? A realization of this actual relationship between buyer and seller would lead to greater self-respect and firmness on the part of the seller, and, what is more important, fewer losses, while there is many a buyer whose attitude toward the seller would be vastly improved by a recognition of this homely truth, and who would steer his course clear of many a financial rock thereby.

It is quite evident that retail dealers the country over are beginning to realize the necessity for a closer attention to business. They are not so keen on making sales where there is a long wait for payments. To these facts may be attributed the falling off in number of failures in the implement trade.

Get a Fair Profit.

It is very much open to doubt whether the dealer who cuts his margin of profit to the smallest possible proportion gets more patronage from the public on that account. We do not think so. Our opinion is that the dealer who gets a fair profit on everything he sells, and is not ashamed to own it, commands more respect and confidence than the man who cuts his profits and sells at a loss in the endeavor to get in ahead of his fellow dealer, who probably has just as good a right to continue in business as himself. The customer using the cut price store is bound to find out his mistake sooner or later and will eventually go to the dealer whose goods and prices are right, quality considered.

Of course a dealer can always find people willing to accept his goods if he likes to give them away; it is only natural to make the best of a chance to save money, but after all these same people will be the first to ascribe an ulterior motive for giving away the goods, although they have personally benefited.

Development of Traction Plowing.

The third part of the article on Plowing is unavoidably omitted from this issue owing to lack of space. We shall give a good installment of this educative article in our September issue; meantime we hope you will be pleased with our report of the most interesting features of the Winnipeg and Brandon Fairs.

Pat—An' phwat the devil is a chafin'-dish?

Mike—Whist! Ut's a fryin'-pan that's got into society.

Personals.

A. M. Adams has sold his implement business at Hardisty, Alta., to A. W. Dixon.

O. Baxter has commenced an implement business at Plumas, Man.

M. McLean has opened an implement warehouse at Vandura, Sask.

G. P. Dawson, implement dealer at Harris, Sask., has gone out of business.

The implement business of John L. Jeffrey at Viscount, Sask., has been purchased by Jacob Miller.

Hoffman & McGill are reported as successors to C. E. Joyce, implement dealer at Vonda, Sask.

J. S. Stewart has opened an implement warehouse at Dysart, Sask.

C. E. Chasmar has commenced an implement business at Juniata, Sask.

John D. Healey has started in the implement and vehicle business at Star City, Sask.

D. C. McDonald, implement dealer at Russell, Man., has sold to W. J. Doig.

Densman Bros. have sold out their implement business at Botha, Alta.

A. W. Heath of Ridgeville, Man., has sold out his implement business at Antler, Sask.

T. H. Whitehead, president of the Brantford Carriage Co., Brantford, Ont., spent a week or so in Winnipeg at Fair time.

H. W. Hutchinson, manager of the John Deere Plow Co., returned about the middle of July from a trip to the South and East.

J. M. Reid, manager of the Ontario Wind Engine & Pump Co., has gone to Detroit Lakes with his family for a vacation.

The International Lumber and Implement Co. of Webb, Sask., have sold their hardware and furniture to G. J. Coughlin & Co.

F. W. Bayles & Son, lumber and implement dealers at Wawota, Sask., have opened a branch at Parkman.

J. P. Minhinnick, manager of the Regina branch of the Cockshutt Plow Co., visited Winnipeg during the Fair.

J. A. Latimer, manager of the Calgary branch of the Cockshutt Plow Co., was in Winnipeg during the Industrial Exhibition.

S. S. Bean, manager for the American Seeding Machine Co. in Western Canada, has just returned from a trip to Springfield, Ohio, and Richmond, Ind.

Chas. L. Wisner, of the head office of the Massey-Harris Co. at Toronto, spent a week with the Winnipeg branch of this company during the Fair.

W. H. Masten, trade manager of the Moline Plow Co., of Moline, Ill., spent the Fair week with the

Canadian Moline Plow Co. of Winnipeg.

J. A. Sanderson, president of the Adams Wagon Co., of Brantford, Ont., took in the Winnipeg Exhibition during his stay in this city.

James Oliver, vice-pres., and Walter Weed, of the sales dept., of the Oliver Chilled Plow Co., South Bend, Ind., were in Winnipeg during the Exhibition.

John Muir, president and general manager of Goold Shapley & Muir Co., Brantford, Ont., has just returned home after spending 4 weeks in the west.

J. E. Ruby, general manager of the Frost & Wood Co., Smiths Falls, Ont., spent a couple of weeks visiting the Cockshutt Plow Co., during the Exhibition.

O. F. Berkey, manager of the Canadian Moline Plow Co., has just returned from a trip through the West in the interests of his company, during which he attended Regina and Saskatoon Fairs.

Leslie Sanderson, who runs a general store and implement warehouse at Edrans, Man., paid us a visit during the Fair. He reported business as excellent and crops first rate.

George S. Hamilton, Supt. of experiments, and George W. Graham, chief designer for the P. & O. Plow Co., Canton Ill., were in Winnipeg for the Exhibition.

H. H. Rogers, Calgary representative of the Brandon Implement & Mfg. Co., gave us a call during the Fair, and not even the drouth of Southern Alberta seems to have any effect on his enthusiasm for the West.

J. W. Kaufmann, manager of the E. M. Kramer Co., of Paxton, Ill., spent a month in Western Canada, attending some of the principal fairs, where he gave demonstrations of their widely known harrow attachments.

The John Deere Plow Company

of Portland, Ore., has been incorporated under the laws of Illinois, with a capital stock of \$250,000. The incorporators are William Butterworth, Schiller Hosford and George Mixter.

Hugh Munroe, of Munroe, McIntosh Co., Alexandria, Ont., manufacturers of the celebrated Glengarry line of carriages and cutters, has been on a month's trip to the West as far as the coast.

A. W. Ecclestone, sales manager for the Baynes Carriage Co., of Hamilton, Ont., recently passed through Winnipeg after a trip West as far as Saskatoon. Mr. Ecclestone was absent two or three weeks and thinks business prospects excellent.

The following officials of the Avery Co., of Peoria, Ill., were in Winnipeg during the Fair: J. B. Bartholomew, president; C. L. Avery, secy.; E. G. Bowen, mgr. adv. dept.; B. L. Springer, chief exper. dept.; W. J. Brandon, mech. sup. These gentlemen were visiting their Canadian representatives, Haug Bros. & Neller-moe.

S. S. Poole, of the experimental department of the Moline Plow Co., of Moline, Ill., spent a short time in Western Canada during which he took in the Motor Contest at the Winnipeg Industrial. For twenty years prior to two months ago, Mr. Poole was connected with the experimental department of Deere & Co., Moline.

Joseph Maw, of Joseph Maw & Co., Ltd., is on a trip to the South and East during which he will stop at Chicago, Detroit, Toronto, and St. Catharines. Most of Mr. Maw's time will be spent in the last mentioned town as he is largely interested in the factory there and will go fully into the details of the construction of the Reo cars for 1911.

The John Deere Plow Co. hoisted a fine large flag on their Win-



I. H. C. 45 h.p. Gas Tractor running on the brake test

nipeg warehouse during the Fair. It was a conspicuous object, and showed, on a pure white ground a leaping deer together with the word "Deere." This is the trade emblem which proudly floats over all the John Deere buildings and helps to guide visitors to their fine display of implements and vehicles.

The following officers of the International Harvester Co. headquarters at Chicago were in Winnipeg during the Exhibition: William Browning, domestic manager; W. H. Jones, member of executive board; Frank Culbertson, manager of stock distribution; H. A. Waterman, supt. of Milwaukee Works; J. F. Jones, Canadian district manager; W. A. Cavanaugh, asst. manager Experimental Dept.; J. L. Martin, Experimental Dept.; C. O. Aspinwall, Engine Sales.

Farm implements, with the exception of threshing machinery, steam and gasoline engines and tractors, were conspicuous by their absence at the Winnipeg Fair. Practically all of the manufacturers and jobbers represented in this city, however, made special exhibits in their own show rooms and had their entire traveling staffs on hand to take care of

visiting customers. Some very fine displays were made, and visitors to Winnipeg implement warehouses were unanimous in their expressions of admiration for the goods shown and the facilities offered them during Fair time.

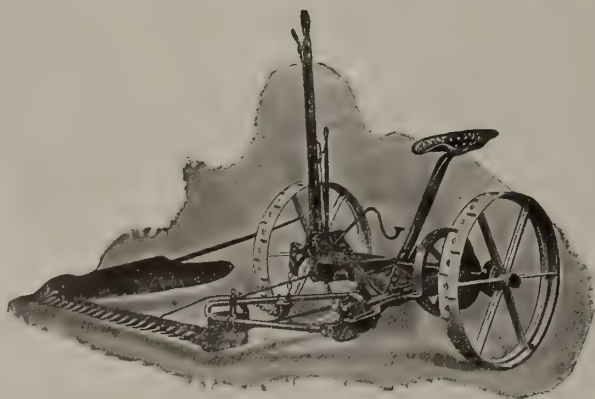
Progress of Canadian Trade.

During the twelve months ended January 31, 1910, the total trade of Canada amounted to \$655,546,884, an increase of \$102,072,692 over the same period for 1909. Compared with the twelve months period 1908, which was the record year for Canadian trade, the increase was \$10,188,640.

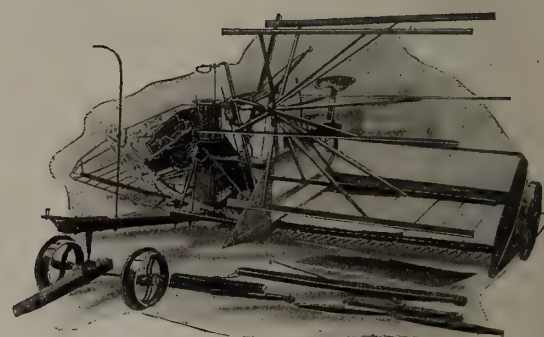
An analysis of the imports for consumption and total exports separately show that the import trade for the twelve months ended January 31, 1910, was \$10,464,625 less than for the same period in 1908, while the export trade showed an increase of \$20,653,265.

No country in the world can present such a remarkable advance in so short a time following so serious a decline as that recorded in the fiscal year ended March 31, 1909.

Sell
NOXON



**Binders,
Mowers,
Rakes,
Harrowes and
Cultivators**



**They are money savers
and money makers.**

DEAL DIRECT.

The NOXON CO., Ltd., Ingersoll, Ont.

Advantages of Dry Farming Methods.

C. H. Moore, of Spokane, who made a tour of 4000 miles in North-Western Canada to study soil and climatic conditions in the interest of the Fifth Dry Farming Congress, which will meet in Spokane, Wash., Oct. 3 to 6, reported as follows:

"North of a line that would pass from Calgary, Alta., to Saskatoon, Sask., I found that where the farmers practised dry farming methods the crops are in excellent condition, while to the south of the line indicated many of the growers appear to be wedded to slip-shod methods and their crops show it."

"Many farmers have 'stubbed in' their grain and have recklessly put grain in poorly broken ground. Wherever such methods have been used the crop prospects are poor. On the other hand, where better methods were used the crops look fine. This is especially noticeable in the districts north of the Calgary-Saskatoon line.

"There the farmers are raising wheat, oats, barley, flax, timothy, brome grass and large quantities of wild hay. Harvesting will begin soon; in fact, some of the farmers are already at work. This shows what can be done by the practice of dry farming principles. There should be more of it in the drier districts in the western part of the Dominion of Canada.

"The farmers are practising dry farming, it is true, but not as thoroughly as they should. Many turn over the sod and instead of packing it and working it at once, they permit it to remain for days and thus practically lose all of its moisture. They then cut it up with discs only to find that it has become so hard that the growing of crops is an almost hopeless proposition. Another practice that has cost the farmers much money this year is the 'stubbing in' of grain. The time is coming when this will be stopped.

"The district I visited is one of the best I have ever seen for the practice of dry farming. The country has considerable rain but the conservation of moisture is necessary. That is the secret of dry farming—making the most of the rainfall.

"I visited the Canadian Experiment Station at Lacombe and was shown through the experimental fields. It is one of the most interesting places I have ever seen. Grains, grasses and fruits are grown by various methods and particular attention is paid to moisture conservation. I was interested in a field where peas and oats were grown together for hay. The vines and stems were heavy and thrifty. This combination would be a

good one to try in various parts of the Pacific Northwest, especially in Eastern Washington.

"I talked with hundreds of farmers and others and found they are keenly interested in the fifth session of the Dry Farming Congress and the International exposition of dry farmed products in Spokane, October 3 to 6. I look for large delegations from various parts of the recently opened district in the Northwest.

"Many of the newcomers into the northwestern parts of Canada need intelligent help in their methods and I believe that the Dry Farming Congress can give this aid. If they could take advantage of the liberal education, and such it is, offered by the management of the Dry Farming Congress without expense on their part, there is every reason to believe no shortage of crops would result in any of the districts.

"I was more than surprised at the progress that is being made in a comparatively new country and at the rapid settlement of the districts north of the Calgary-Saskatoon line, already referred to, and it must be said that the southern part is also receiving its quota of settlers. The northwestern provinces of the Dominion of Canada have great futures and the farmers there are bound to be factors in the development of the country."

Growth of Trade in Newfoundland.

In a special report upon the trade and commerce of Newfoundland we find the following:

For some years imports of agricultural implements have been steadily increasing, and no doubt need be entertained as to the continuance of that increase in the near future. The question of agriculture is receiving more intelligent consideration to-day than at any time in the history of Newfoundland. That the colony is capable of supplying sufficient vegetables to supply the demands of its inhabitants is generally believed, and the periodical urgent appeals for government support of farming, together with the gradually increasing areas under cultivation, indicate a tendency to test further the possibilities of agriculture in the more fertile sections of the country.

Lives of some great men remind us

That we will, if we are wise,
Leave our modesty behind us,
And get out and advertise.

MANAGER WANTED

By Manufacturer for Western Branch, must be an A1 Man. Good Salary and Prospects. Give full particulars. Correspondence confidential. Address: Canadian Farm Imps., 822 Union Bank Bldg., Winnipeg. Manager A.

WINNIPEG

The Supply City of Western Canada

Offers greater combined advantages to manufacturers and capitalists than any city in Canada. The remarkable development of this great central market is creating an unprecedented demand for home industries.

Winnipeg wants these Manufacturers and OFFERS

Cheap power, cheap sites, fixed assessments, the best of labor conditions and unexcelled railway facilities. Over a billion dollars produced by the farms of Western Canada in the past five years—and this with only 8 per cent. of the available land under cultivation.

Consider what this development makes possible for the home manufacturer!

HERE IS POSITIVE PROOF IN PLAIN FIGURES of the progress made, proving what has actually been accomplished.

City of Winnipeg's growth Warrants Increasing Demands at Your Factory Door

POPULATION OF WINNIPEG

1902	48,411
1904	67,262
1906	101,057
1908	128,000
1910	140,000

20,000 Population in Suburbs

TOTAL ASSESSMENT

Winnipeg Realty Values

1900	\$25,077,400
1902	28,615,810
1905	62,727,630
1906	80,511,727
1909	131,402,800
1910	157,608,220

1910 Tax Rate, 8 $\frac{1}{2}$ Mills

BUSINESS GROWTH

Winnipeg Bank Clearings

1902	\$188,370,003
1904	294,601,437
1906	504,585,914
1908	614,111,801
1909	770,649,322

BUILDING GROWTH

Winnipeg Building Permits

1903-4-5	\$26,264,500
1906-7-8	\$24,444,300
1909	\$9,226,325
1910 (1st 6 months)	\$9,835,500
Total 7 $\frac{1}{2}$ years	\$69,770,625

Western Canada's Growth Means Increased Factory Output in Winnipeg

MANITOBA, SASKATCHEWAN AND ALBERTA

	Land—Acres
Manitoba	41,169,098
Saskatchewan	155,092,480
Alberta	160,755,200

Only 8 per cent. of arable land under cultivation

GRAIN ACREAGE, 1910

	Acres
Wheat	8,453,200
Oats	4,225,800
Barley	1,022,000
Flax	630,000

HOMESTEAD ENTRIES

1907	28,647
1908	30,424
1909	39,081
1910 (5 months)	23,354

1910 increase over same period in 1909 is 78 per cent.

RAILWAY MILEAGE

	Miles
1900	3,680
1908	9,365
1909	11,472

Write for Free Booklet which gives in a clear, graphic and concise manner the important story of progress and opportunity. Address

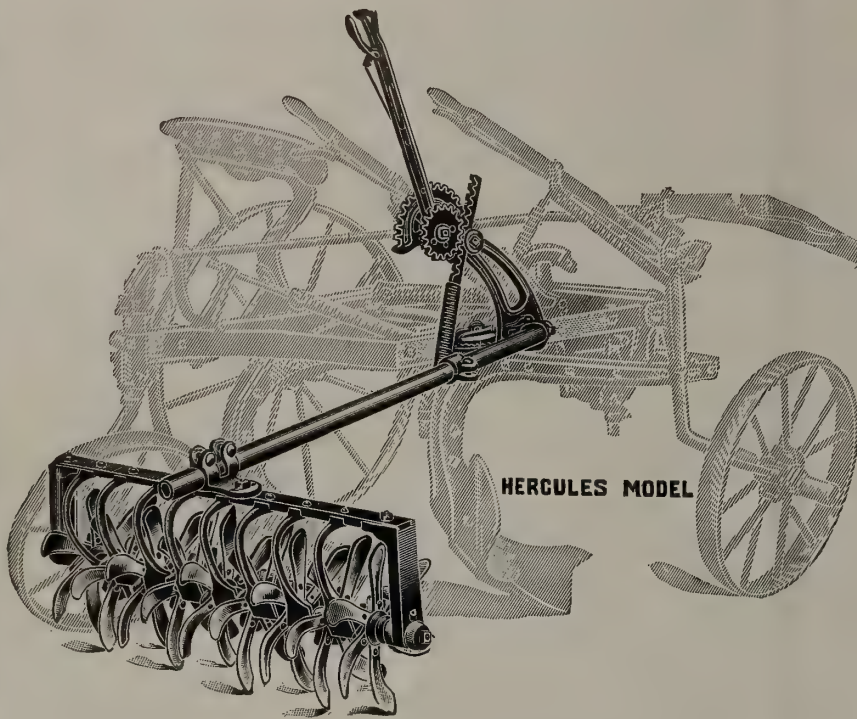
CHAS. F. ROLAND

COMMISSIONER

Winnipeg Development and Industrial Bureau

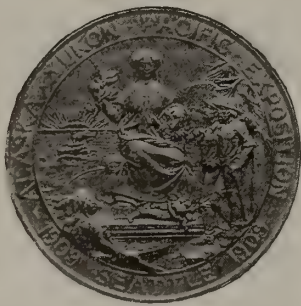
An official organization representing 18 business bodies in Winnipeg

Kramer Rotary Harrow Attachment



HERCULES MODEL

This Model is a giant of strength and perfectly equipped from every standpoint. Pipe arm is 1 and 5-8 inch in diameter, and solid steel slug is driven inside and past the angle point before assembling. No soils are too tough for this Peerless Model. It is a general all around rough usage tool, and the strongest Model ever built for use in connection with plows. Two bolts are used to fasten pipe arm clamp to Harrow Frame, which makes a rigid construction. This Model, with the exception of the construction of the frame clamp, larger pipe arm and the additional weight is like the 1910 MODEL.



ONE FOURTH ACTUAL SIZE

We win on Merit at all Expositions. Reproduction of Gold Medal awarded the KRAMER CO. at Alaska-Yukon-Pacific Exposition, Seattle, 1909.

Dealers are ENTHUSIASTIC

Over the latest addition to the Kramer line of plow attachments.

On account of its powerful construction and gigantic strength this latest attachment is well named the "Hercules Model."

It comes as a boon to all dealers and farmers desiring a plow harrow that will make good under heavy soil conditions where all other plow attachments have failed in operation on account of insufficient strength.

All Kramer models sold in Western Canada have proven most satisfactory in operation under average soil conditions, but after two years of thorough investigation and by coming in personal contact with thousands of farmers at the Provincial Fairs we have learned that the trade in certain localities requires a more powerful implement than our standard model—One that will defy all soil conditions. The New Kramer, "Hercules Model" meets this condition and marks another long stride forward in the construction of plow attachments.

MR. DEALER:—If your trade in plow attachments is not what it should be, send in your order at once for a half dozen Hercules Models, having a part of them equipped with our nonclogging, Swastika blade structure—such an order will get you the farmers' business—keep it, and increase it season after season.

Place Your Order Now

There's Money in it

The Kramer Company, Paxton, Ill.

SOLE CANADIAN JOBBERS:

JOHN DEERE PLOW CO. LTD.

Winnipeg

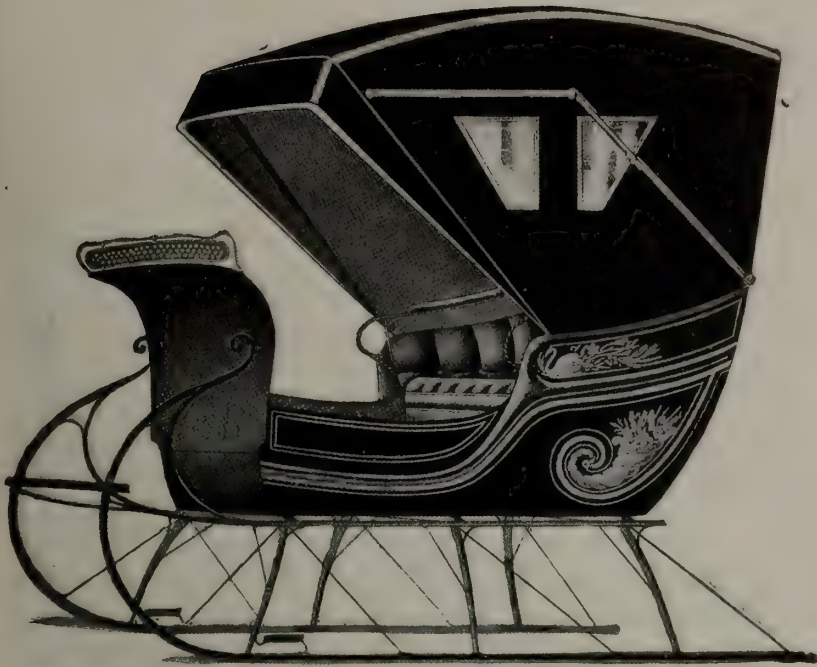
REGINA

SASKATOON

CALGARY

EDMONTON

Brockville Cutters



No. 205¹/₂ Lady of Snow
With Top and Storm Sides

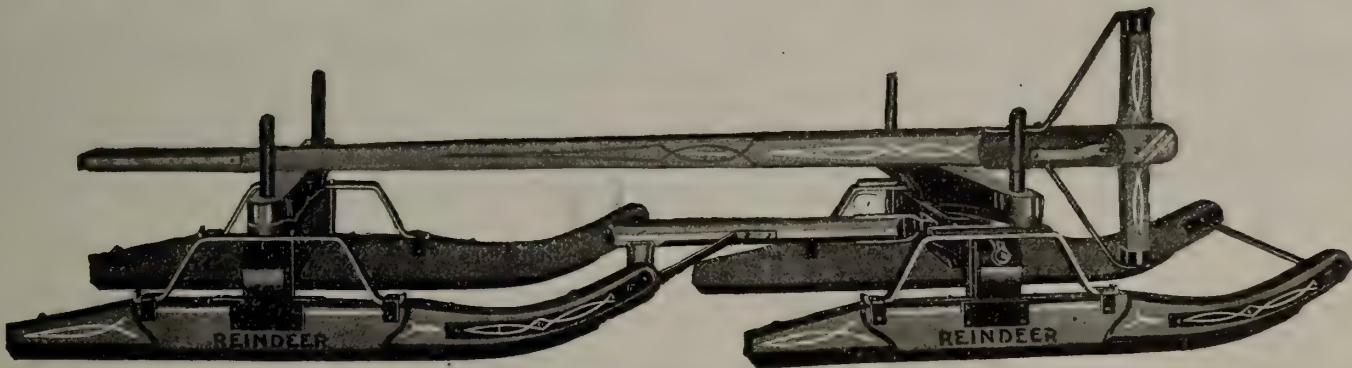
Brockville Cutters have been on the market so long that it hardly seems necessary to say much concerning them as they are so well and favorably known, embodying as they do

Originality in design,
Superior trimmings and finish,
Trimmings removable,
Prices right.

This is the popular 205¹/₂ style

Illustrated and descriptive catalogue on application.

Reindeer Sleighs



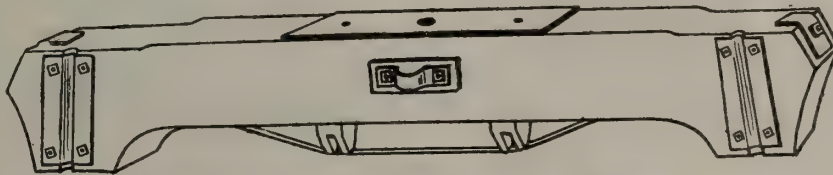
No. 28¹/₂ Reindeer Sleigh

Made in all sizes with steel or cast shoes

Quality and Workmanship.—Made of a straight grained hard-wood timber throughout, put together in a smooth, workmanlike manner

Trussed Bench furnished on

- No. 25¹/₂, 2 in. x 6¹/₂ ft. runners, steel shoe
- No. 26¹/₂, 2¹/₂ in. x 6¹/₂ ft. runners, steel shoe
- No. 27¹/₂, 3 in. x 6¹/₂ ft. runners, steel shoe



Reindeer Trussed Bench

Trussed Bench furnished on

- No. 28¹/₂, 2 in. x 6¹/₂ ft. runners, cast shoe
- No. 29¹/₂, 2¹/₂ in. x 6¹/₂ ft. runners, cast shoe

Painting.—Orange red, with very neat wide lines of black and fine lines of white striping. Well varnished and very much above the usual sleigh in smoothness of finish and general appearance.

Do not place your order for Sleigh goods until you have an opportunity of talking to our travellers.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON

JOHN DEERE ENGINE GANG



As it was pulled at the Winnipeg Motor Contest by a Rumely 36 Horse Power Steam Engine. (Bronze medal winner class C steam engines.)

MORE JOHN DEERE ENGINE GANGS SOLD IN WEST THERE ARE REASONS

EASY TO HANDLE. The bottoms on the John Deere Engine Gangs are arranged in pairs which give great strength and make the plows run steady. This also permits of firmly bracing the beams and makes one plow steady the other. It is often necessary in actual field work to change the depth of plowing. This can be accomplished much more easily with the John Deere Engine Gang than with any other. The arrangement of the plows in pairs also permits of much better finishing at the ends without stopping the engine.

WONT CLOG. The curved beams on the John Deere Engine Gang give great clearance thus permitting them to go through straw, trash, weeds, and scrub, where other gangs will clog and cause trouble. With the John Deere Engine Gang you do not need an extra man to keep the plows clear of trash. This wide clearance also permits of plowing at greater depth.

SCREW CLEVIS. In addition to the regular clevis adjustment each beam is fitted with a screw clevis when attached to the frame. The purpose of this little device is to give the plows the fine adjustment often needed, it not being necessary to stop the engine to do this. A turn or two with an ordinary wrench while the outfit is moving throws the beam point of the plow needing adjustment up or down giving it the best position to get the required results. This saves time and is a most important feature.

JOHN DEERE ENGINE GANGS are made in 4, 6, 8, 10, and 12 Bottoms

You want the Best Engine Gang—Get the John Deere

WRITE US FOR BEAUTIFULLY ILLUSTRATED BOOKLET

JOHN DEERE PLOW CO. LTD.

WINNIPEG

REGINA

CALGARY

EDMONTON

SASKATOON

JOHN DEERE ENGINE GANG



As it was pulled at the Winnipeg Motor Contest by a Gas Traction 30 Horse Power Gasoline Engine. (Gold Medal winner class C Internal Combustion Engine.) Photo taken while outfit was in motion. Note that furrow is just turning.

N CANADA THAN ANY COMPETITIVE MAKE THERE ARE REASONS

WORKS WITH COULTERS. The plows on the John Deere Engine Gang are so assembled as to permit the use of rolling coulters, with the same adjustment as is employed on a regular sulky or two bottom gang plow. This coulters arrangement is a big advantage in breaking as they will cut off slices of sod easily thus reducing the draft and also cutting the partially rotted turf into sections, thus avoiding choking.

RIGID CONSTRUCTION AND PERFECT DESIGN. The frame on the John Deere Engine Gang has a bridge-like steel construction. It is very light in proportion to its strength and is devoid of unnecessary and cumbersome castings. It is so designed that you can hitch a John Deere Engine Gang to any style of tractor close up, and still maintain the line of draft.

Wide faced, easy running wheels carry the frame, so that no power is consumed in dragging dead weight, it being all practically available for plowing.

STANDARD SIZES. 4 or 6 plows on one frame. 6 or 8 plows on one frame. 10 or 12 plows on one frame. Extension can be furnished for the 12 bottom frame, allowing two more plows to be used, making 14.

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The Great 1910 Brandon Inter-Provincial Fair

Brandon Fair was most satisfactory and successful, both from the view point of the visitor and the exhibitor. The arrangements were all that could be wished for, and showed a decided improvement over previous years. W. I. Smale, the manager, who had full charge of the Fair, proved once again the versatility and adaptability of the modern newspaper man. Mr. Smale for a number of years owned and edited the Carberry News, and managed the Carberry Fair.

A pleasant feature of the Fair Grounds is the wide expanse of green turf and the large number of shade trees, which provided an ideal retreat from the hot sun and tempted many to recline at their ease on mother earth.

The stock parade was a most attractive and well managed feature and proved very popular with the throngs of visitors. The animals showed a high standard throughout, and the upward tendency is very marked when compared with previous exhibits.

The agricultural implements and machinery occupied a prominent position in the vast display of exhibits, and the threshing machinery was well located, ample space being provided for the steam and gasoline traction engines to operate various machines and to move and turn in any direction. It is safe to say that the number of gasoline engines shown exceeded that of any display ever made in Canada. Taken as a whole, there is no doubt that Brandon's 1910 Fair was better in every way than the last one, and there is no reason to doubt that 1911 will produce a show another step ahead. We,

of the West, are striving upward.

The following exhibits of interest to those connected with the implement trade were noted.

The Kramer Co., of Paxton, Ill., and Winnipeg, exhibited a full line of their rotary attachments for sulky, two and four-bottom gang plows.

The Brandon Implement & Mfg. Co., showed a 24-wheel sub-surface packer, weight 2600 lbs., two of their Eclipse 12 and 14 inch gangs, two Fuller and Johnson 1½ h.p. air cooled farm pump engines. One of these was operating a pump and the other a DeLaval cream separator. A 5 h.p. Fuller & Johnson water cooled horizontal gasoline engine was shown, an Acme grain pickler and a Brandon steel plate furnace, also a 22-wheel surface packer, a Harvest King truck, a Brandon half wagon with box, a Winona wagon and 4 and 5 horse hitch Heider eveners.

Goold, Shapley and Muir Co. had a 26 h.p. Ideal gasoline tractor, a 20 h.p. portable, a 6 h.p. horizontal operating one of their feed grinders and a 1½ h.p. engine operating a pump.

The American Seeding Machine Co. was represented by Jno. Inglis, their local agent, who had the following goods displayed: Superior, Hoosier and Kentucky grain drills, a Superior wheel disc harrow, a Mandt manure spreader, a Mandt wood wheel truck with stock rack, and a Newton 44-wheel clod crusher and packer were also shown.

The National Stooking Co. of Winnipeg exhibited one of their Homan automatic shockers.

Beatty Bros., of Fergus and Brandon had a full line of their

hay forks, hay slings, litter carriers, cow stanchions, steel stalls and load binders.

The Brandon Safe-Lock Fence Co. had a line of their manufactures on view, including gates, woven wire fence of various sizes and all kinds of fencing tools.

Wm. H. Emerson Sons, of Winnipeg, showed two wild oat separators in operation.

The Manitoba Windmill & Pump Co. exhibited the following "Manitoba" gasoline engines: three 25 h.p. portables, horizontal engines of 5, 8, and 10 h.p., vertical engines of 2, 4, and 7 h.p., a 1½ h.p. new pumping engine in operation, 45 h.p. Ohio gasoline tractor, double cylinder, with friction drive and friction steering device. In addition a steel frame wood saw, two Maple Leaf 8 and 10-inch grinders, an 8 ft. pumping windmill, a 14 ft. power windmill and an assortment of wood and iron pumps and pump jacks.

McGregor, Campbell & McComb, of Brandon, had a line of Standard Wire Fence Co. gates, woven wire and wrought iron fence.

The Gray Campbell Co., of Moose Jaw and Winnipeg displayed two Chatham fanning mills with elevator attachment, a New No. 2 Chatham fanning mill operated by a 1 h.p. engine, and demonstrating the separation of wild oats from tame oats, also wild oats from wheat, two truck scales, a grain pickler and sample of their celebrated kitchen cabinet with aluminum top.

The Loudon Hardware Specialty Co., of London, Ont., had a full line of their goods on view.

The Equity Grain Bin & Shocker Co., of Winnipeg exhibited one of their metal grain bins.

F. A. Rodgers, of Glen Ewen, Sask., displayed a new combined disc harrow and cultivator.

The Canadian Corrugated Pipe

Co., of Portage la Prairie showed a line of their road culverts.

The Canadian Swenson Co., of Lindsay, Ont., had on view a steel cable stump puller and grubbing machine.

The Stewart Loader Co., of Winnipeg, exhibited a Stewart Stook Loader manufactured in Winnipeg.

An Octopus Stook Loading Machine was shown by the Robson Mfg. Co., of Alliston, Ont.

Two engines, a 30 h.p. simple and a 22 h.p. compound were displayed by the Robert Bell Engine & Thresher Co., of Seaforth, Ont. and Winnipeg Man. In addition, this firm had two "Imperial" Separators on view, dimensions 28x42, and 36x60.

The Hart-Parr Co., of Portage la Prairie exhibited a 45 h.p. 2-cyl. kerosene traction engine.

Haug Bros. & Nellermeoe had a complete Avery threshing outfit on view consisting of a 30 h.p. Avery Alberta Special steam engine and a 36x64 Yellow Fellow separator.

The Virden Mfg. Co., displayed a Justice grain weigher and high bagger for separators, also sight feed oil pumps.

The J. I. Case Threshing Machine Co., of Racine, Wis. and Winnipeg had on view three of their big plowing engines, of 110, 75 and 36 h.p. fitted with extension rims; a 45 h.p. simple portable supplying steam for the caliope; three steel Case separators, 40x62, 36x58 and 28x56, "Troy" dump wagons and Case road graders; two engine tenders; a steam lift 8-bottom engine gang plow and three mounted water tanks, one fitted with street sprinkling device.

The M. Rumely Co., of La Porte, Ind., and Winnipeg exhibited a 25 h.p. simple steam traction engine, a 36x60 Ideal separator with full attachments and a 25 h.p. Oil Pull kerosene tractor.

Geo. White & Sons, of London, Ont. and Brandon, had on

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the grounds two 25 h.p. simple traction engines and three Challenge separators of dimensions 40x66, 36x60, 30x52.

The Canadian Stover Gasoline Engine Co., of Brandon, exhibited portable engines of 8, 18, 22 and 30 h.p., the last mentioned running Geo. White & Sons Challenge separator. Horizontal stationary engines of 8 and 6 h.p. (two), 1 h.p. (twelve). Vertical engines as follows: two 6 h.p., four 4 h.p. and four 2 h.p. Two No. 5 Scotch roller crushers, two Stover grain grinders, a steel frame wood saw, a line of Sawyer belting and a show case containing dry cell batteries, electric carbons, electric light fixtures and auto polish completed the display.

The International Harvester Co., had a large exhibit of their various lines. The following gasoline engines were on view: Two 20 h.p. tractors, four portables, of 20 (two), 15 and 12 h.p., five Famous horizontal hopper cooled engines of 6, 4, 3, 2 and 1 h.p. One 4 h.p. engine operating a sawing machine, a 2 h.p. engine running a pump and a 2 h.p. driving a spraying outfit. Other exhibits comprised two Aultman Taylor Separators, 27x42 and 30x56, two Goodison separators, 28x42 and a Bell City separator 24x32. Columbus, Bettendorf, Old Dominion and Hamilton Wagons were shown, four wood wheel trucks, a full line of P. & O. plows including a five-bottom P. & O. Mogul engine gang, a Hamilton Democrat, an auto buggy; a road wagon and I. H. C. Roadster and an I. H. C. land packer. Two manure spreaders, Corn King and Clover Leaf, were on view, also a line of Vesot grain grinders.

The Nichols Shepard Co., of Battle Creek, Mich., and Winnipeg, displayed two double cyl. plowing and threshing engines of 20 and 25 h.p. Three Red River Special separators were shown, 40x60, 32x52 and 28x40, also a Red River Junior, 22x36.

The Canadian Fairbanks Co., of Winnipeg, exhibited three single cylinder portable gasoline engines of 20 and 25 h.p., one 6 h.p. horizontal hopper cooled engine operating a ten-in. Maple Leaf Grinder, one 4 h.p. vertical hopper cooled engine and a 1 h.p. hopper cooled pumping engine. There was shown a line of scales including a 5,000 lb. Pitless, 2,000 lb. Truck, 1,200 lb. Standard and 800-lb. Standard. A Sparta Well Drilling Machine, driven by a 12 h.p. gasoline engine was on view and in addition a line of Red Jacket iron pumps.

The Gaar Scott Co., of Richmond, Ind., and Winnipeg, had a 22 h.p. double cyl. traction engine and a 25 h.p. single cyl. engine on view. Two separators were also shown, 31x49 and 36x60.

The Sawyer-Massey Co.'s exhibit

comprised a 25 h.p. simple engine driving a 36x60 Great West separator, with all attachments, a 30 h.p. compound engine and a couple of half-round wood water tanks.

The Waterloo Mfg Co., of Portage la Prairie, exhibited a 25 h.p. simple traction engine operating a Manitoba Champion separator 36x56, with full attachments, also a 14 h.p. simple engine running a Manitoba Champion separator, 28x42.

The Brandon Pump & Windmill Wks., under the direction of Hy. Cater, had an attractive display of wood stock pumps, iron pumps and double acting brass cylinder pumps. Steel troughs and tanks, an 8-ft. Star pumping windmill, steel saw frame and a 1 h.p. air cooled aermotor gasoline engine completed the exhibit.

The Riesberry Pump Co.

showed a battery of their pumps and a clothes reel.

G. A. Rockola, of McAuley, Man., exhibited a couple of his pumps, one of iron construction and another of wood.

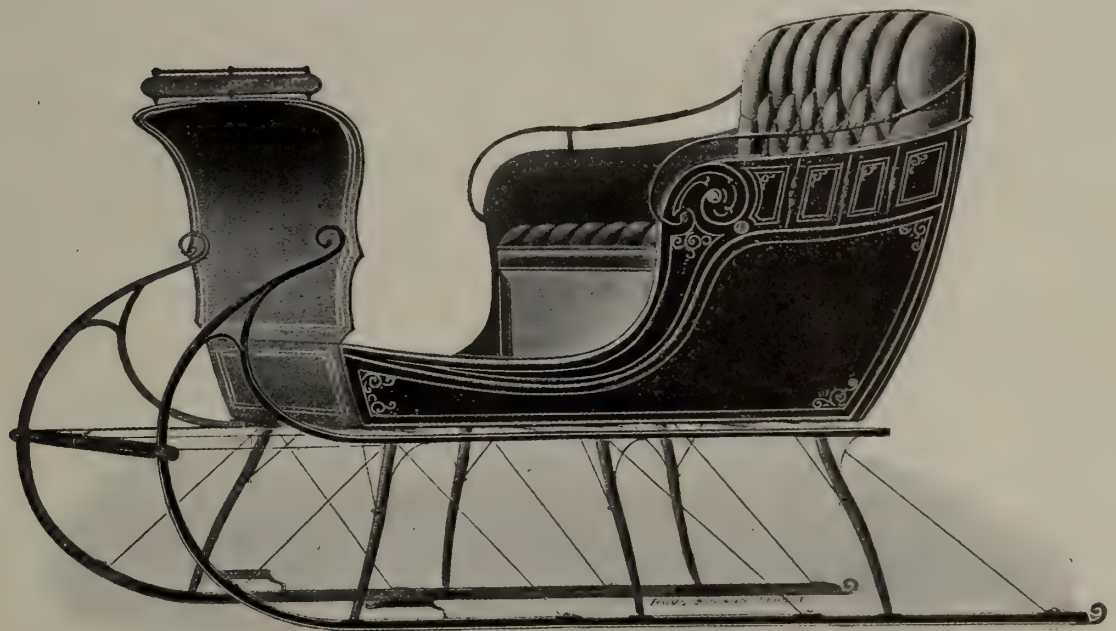
The Townsley Lightning Arrester Co., of Winnipeg, had their able demonstrator, Mr. Sliter, giving a striking display of the efficiency of their system of protection. A miniature thunder storm is produced by means of a static machine and a flash of realistic lightning 3 or 4 inches long leaps to the roof of a model dwelling only to pass harmlessly to the ground over the copper cable. With the latter removed the same conditions result in a destructive fire. This exhibit attracted much attention and was of great practical interest.

The Hero Mfg. Co., of Winnipeg, had three of their White Cloud washing machines on view in operation.

I. H. C. Move Twine Factory.

The International Harvester Co., are about to remove their Akron, Ohio twine factory to Neuss, Germany. Work on the building is being rushed to completion and will be ready in the fall. Mr. Nelson will have charge, and on being asked the reason for the transfer, said "it is needed in Germany, and then, too, the company is making a big thing of its auto buggies and wants room to extend this branch of its business. It will rebuild the present twine plant." The company has twine factories all over the country—one being in Chicago, which is working night and day; one in St. Paul, one in Auburn, N. Y. and one in Portland, Me.

Travel in a narrow groove a twelve-month and you cease ever afterwards to see or hear anything new.



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The Baynes Carriage Co., Limited

HAMILTON, ONTARIO

AUTOMOBILE CONTEST

The automobile races proved one of the best attractions offered the grand stand. A surprise was sprung on the automobile representatives by the success of two-cylinder cars in both classes B and C. Not content with gaining a victory in the class B contest, the Croxton Keeton car took a step up into class C and bade defiance to its four-cylinder opponents. This example was also followed by the Maytag representative, who had got away to a poor start in class B, owing to the emergency brake being partly set, costing him his position on the pole and placing him in second place at the finish. Class C had a very large entry, necessitating running it off in two heats and a final. The first heat was won by the Russell, the second by the two-cylinder Maytag and the final by the Maytag in the fastest time of any race during the meeting, the watches showing 7 minutes 20 seconds for the five miles.

The starts in all races were as near perfect as it was possible to get them, W. A. T. Sweatman, who acted as referee and starter, getting them away in fine style. The judges were: R. M. McLeod, W. E. Wright, V. C. Parker and A. C. Emmett. Timekeepers: C. Y. Gregory and Mr. Harris.

RESULTS OF RACES.

Class B—Four cars faced the starter, as follows: Maytag, Howe; Warren-Detroit, Lion; Croxton-Keeton, McQuarrie; Ford, Roach.

Getting away to a good start, the Croxton-Keeton, driven by McQuarrie, took the lead at the first corner and in spite of the desperate efforts made by Howe on the Maytag to wrest the lead, McQuarrie gained the verdict by one second, Howe being second and Roach, with the little Ford car, third. The Warren-Detroit developed some slight trouble early in the race and dropped out after completing three laps. Winner's time, 7 minutes 30 seconds.

Class C, first heat, five miles—Russell, Roy Walker; Croxton-Keeton, McQuarrie; Kissel Kar, O. Brown.

The three cars got away in given order and the positions remained unchanged throughout, although it several times appeared that McQuarrie would get by, but the bad state of the corners always brought his efforts to naught. Winner's time, 7 minutes 31 1-5 seconds.

First heat motor cycles, five miles—M. M., Marsh; Wagner, Scaampi; J. Baribeau, Indian.

This was simply a walkover for Baribeau, his two rivals being entirely outclassed.

Second heat motor cycles, five

miles—Indian, Stanley Durkin; Thor; Stowel; Indian, O. W. Brown.

This was a very interesting race to watch. Durkin and Brown fought out the ten laps to the bitter end, victory falling to Durkin by a few yards in the good time of 7 minutes 51 seconds.

ACCIDENT TO BROWN.

Shortly after completing his heat in the motor cycle race, O. W. Brown made a wild swerve in the dust and was thrown over the fence. An automobile picked him up and he was brought back to the enclosure, where it was found that beyond injury to one of his fingers and a bad knock on the foot he had escaped what looked like a serious mishap.

Final heat, motor cycles, five miles—Stanley Durkin, Indian; J. Baribeau, Indian.

What was expected to be one of the best events in the programme was spoiled by Durkin coming a cropper on the corner. Although he pluckily remounted and continued the race, the interest was spoiled. He, however, gets second prize. Baribeau took first place and well deserved his victory, his handling of the motor bike being excellent throughout.

Second heat, class C—Reo, D. A. Brown; Kissel Kar, R. Husk; Maytag, Howe.

Husk and his Kissel Kar dropped out early in the race and the Maytag, driven in splendid style, secured a popular victory. Winner's time, 7 minutes 20 seconds.

FINAL HEAT

In the final heat the two-cylinder Maytag came up against the thirty horse power four-cylinder Russell and furnished the surprise of the meeting, beating the Russell by 11½ seconds and securing first prize in the fine time of 7 minutes 13 seconds, the fastest time made in any event.

The Reo and Croxton-Keeton came together in a two mile race to decide the winner of third prize, the Reo securing the verdict in 3 minutes 53-5 seconds.

UTILITY TESTS

The automobile utility contests comprised five different trials of each of the seven cars entered. In the first test the cars had to cross a tape line and come to a standstill by the use of the foot brake only, the distance from the foremost part of the machine back to the tape being measured to show how far the car would travel before it came to a dead stop. The second test consisted of crossing the line and coming to a stop by the use of the emergency brake only, and the third test by the

use of both brakes combined. Test number four was to cross the line at fifteen miles an hour, bring the car to a standstill as quickly as possible, reverse and back over the line. The elapsed time between crossing and re-crossing was taken to decide the winner. Some very close work resulted in this competition, both the big Cadillac driven by Geo. Kelly and the Maytag driven by Fred Howe accomplishing the test in five seconds flat. Test number five consisted of making a circle to test the amount of room required by the car for making a complete turn without backing; the results were as follows:

SAFETY TRIALS.

Test 1. Class A.—Cars cross line and come to a standstill by use of foot brake only.

1. 18 h.p. Franklin—23 ft. 11 ins.

2. Hupmobile—24 ft. 6 inches.

3. Brush—26 ft. 10 inches.

Class B—

1. Ford—29 ft. 3½ inches.

2. Maytag—44 ft. 11½ inches.

Class C—

1. Cadillac—28 ft. 11 inches.

Class D—

1. Franklin—28 feet.

Test No. 2—Coming to stop by use of emergency brake only. emergency brakes combined.

Class A—

1. Brush—20 ft. 5 inches.

2. Hupmobile—30 ft. 6 inches.

3. Franklin—40 feet.

Class B—

1. Ford—30 feet 4 inches.

2. Maytag—32 feet.

Class C—

1. Cadillac—31 ft. 4 inches.

Class D—

1. Franklin—35 ft. 8 inches.

Safety test No. 3—Coming to stop by means of both foot and emergency brake.

Class A—

1. Brush—16 feet 6 inches.

2. Franklin—22 feet 2 inches.

3. Hupmobile—23 feet 1 inch.

Class B—

1. Maytag—20 feet 4 inches.

2. Ford—22 feet 1 inch.

Class C—

1. Cadillac—15 feet 6 inches.

Class D—

1. Franklin—24 feet.

Safety Test No. 4—Cars to cross line applying brakes when front wheels pass tape, come to stop, reverse, and re-cross line

Class A—

1. Brush—5 1-5 seconds.

2. Hupmobile—6¼ seconds.

3. Franklin—7½ seconds.

Class B—

1. Maytag—5 seconds.

2. Ford—6 seconds.

Class C—

1. Cadillac—5 seconds.

Class D—

1. Franklin—6¼ seconds.

Safety Test No. 5.—Running the circle.

Class A—

1. Brush—28 feet 10 inches.

2. Hupmobile—30 feet.

3. Franklin—38 feet 6 inches.

Class B—

1. Ford—31 feet 9 inches.

2. Maytag—36 feet 7 inches.

Class C—

1. Cadillac—35 feet 11 inches.

Class D—

1. Franklin—44 feet 7 inches.

ECONOMY TEST.

The results of this contest came as a surprise to many and pointed to the remarkable efficiency of the little Brush Runabout. This car was called off after running 18½ miles, in order not to interfere with the military spectacle, and at this time the tank still contained a pint of gasoline, or sufficient to run about six miles, showing that the car was capable of running nearly 49 miles on a gallon of fuel.

Every contestant in this series received half a gallon of gasoline and a speed limit of 15 miles per hour was set, each car to continue running until the last drop of fuel was used.

Class A—

1. Brush Runabout, 18½ miles and still running, with a pint of fuel in tank.

2. Hupmobile, 16 miles, 1232 yards.

Class B—

1. Ford, 17 miles, 704 yards.

2. Maytag, 17 miles, 352 yards.

3. Reo, 9 miles 1232 yards.

Class D—

1. Franklin, 13 miles, 1408 yards.

HILL CLIMB.

In the hill climbing events the Maytag and the Brush were the only two cars to surmount the hill, which proved too much for the other contestants. The Maytag car made a straight climb with six passengers, the total load of passengers being over 900 pounds. It was also the only competitor that succeeded in mounting half way up the grade, coming to a stop and then completing the ascent, earning the full number of points in both tests.

The Brush won over the Hupmobile in the straight climb without a stop.

SLOW RACE.

Seven entries faced the starter for this event, which resulted in a victory for the Franklin, driven by J. Baribeau, who crawled at the tail of the procession for the whole distance, taking over six minutes to complete the half mile course.

ACCESSIBILITY.

The Hupmobile secured the points in class A, competing against the Brush, the final standing in this event being Hupmobile 8 points, Brush 7 points.

Class B was won by the Maytag with 8 points to the Ford's 7 points. Class C was taken by

Tudhope, Anderson & Co. Ltd.
Winnipeg, Regina, Calgary, Saskatoon

tion of the Kirkella line and G. T. P. last week and reports the crops in that section to be in excellent condition.

Mr. J. J. Bryant, manager of Tudhope Anderson Co., spent a few days at Winnipeg, visiting the Exhibition.

The sensational jumps which are taking place on the Winnipeg wheat market are making interest in the crop situation keener than ever. Will the big prices be accompanied by a fair yield, or will they be enjoyed only by a few fortunate ones? Is Saskatchewan going to have a much smaller yield than last year, and, if smaller, will the high prices make up for the loss in yield? Such are the questions which are disturbing statesmen and farmers, not to speak of business men.

In northern Saskatchewan, the crops, with favorable conditions from now to harvest time, should average 10 to 12 bushels to the acre. In some places they are bad—in fact, extremely bad—but in others they are very good.

To put the bad first; from Rosetown to Kindersley, there is practically nothing doing in the way of wheat. In the Big Manitou Lake district and south of Lashburn prospects are also much below normal. Now, to come to the good; around Jack Fish Lake, the conditions are splendid. West of Radisson and towards Battleford, they are very good, and from Nokomis east to the boundary, they are in fine shape.

The average districts are, of course, most numerous. In these places the yield will probably range from 10 to 15 bushels. Practically the whole of the West on the C. P. R. and G. T. P. will come under this head, and down towards Kamsack, on the C. N. R. east. Delisle, Tessier, Laura and Harris points on the Goose Lake line tell much the same story, and the points between Saskatoon and Davidson on the south likewise.

According to reports southern Saskatchewan conditions are better than those in the central and northern parts of the province. From Regina east to the Manitoba boundary the crops are equal to anything ever had. On the Arcola line, south-east of Regina, they are good, and from Regina to Moose Jaw they are good. This is cheering, but there is more to follow. From Moose Jaw to Weyburn, conditions are fairly good, but from Weyburn south, not so good. On the Outlook line, they are fair, but from Moose Jaw to the Albertan boundary they go from bad to worse. The estimate for southern Saskatchewan is 15 to 18 bushels per acre.

In darkness, in light, in sorrow, in blight, be Optimist ever, and things will come out all right.

THE FARM WAGON TRADE.

By E. W. McCullough.

Most forehanded dealers who have been on earth long enough and through panics and temporary setbacks sufficient to realize that there is certain equipment which is absolutely necessary to the operation of every farm, have already placed their orders for their fall requirements and will stand the best show of getting them when wanted.

It is also true that there are some naturally cautious who wait until the advancement of the crop is satisfactory to them before ordering, and also some whose wagon trade has been light for a year or two past who are still deferring action and to them perhaps a word of caution may be well received as it is well meant.

Little good can come from holding post-mortems on what is past for it matters little now whether the manufacturers made too many wagons and too good, or whether the farmer and consumers took better care of them and made them last longer than anticipated. We know that for nearly three years the country generally has not taken its normal requirements of farm wagons, yet those in use have been wearing out at the usual rate in hauling the great crops of this country.

For a time our desire for luxuries enforces upon us an economy in the purchases of necessities, but this is only temporary and the re-action always returns the demand for staples.

Such a re-action is now due in farm wagons, for with the largest acreage of crop ever sown in this country now maturing, nothing short of absolute crop failure can prevent good demand for wagons, remembering that there is no substitute for them as a crop transportation vehicle.

Again, the handling of staples and of getting a satisfactory profit on them is purely a matter of salesmanship, and there is neither necessity nor sense in handling any line of goods as an accommodation or drawing card. Many a manufacturer, jobber or dealer has learned by bitter experience that in such heavy lines as implements and vehicles very few attempts at "baiting" the trade by making a low price on staples ever succeed—the game is so transparent that the "baits" are taken and the competition on other lines continues the same.

Farm wagons should not be handled either as an accommodation or a necessity, for no dealer can afford to do this because of the investment it requires, and, secondly, because it will cause his competitor to retaliate by cutting price on some other line.

There are few lines handled by

the implement dealer which are more clean and satisfactory when conditions are normal than the farm wagon—it requires no experts to set it up and when sent on its way requires no "doctors" afterwards—twenty or more wagons sent out new each season bearing the dealer's name and address pay a continuous advertising profit that is worth while considering—there is no chattel on which the dealer takes security which deteriorates as little and is so rapidly salable as the farm wagon. It is one of the most profitable lines the dealer handles if he is a salesman and treats it fairly, and it would be difficult for a dealer to name any other line of implements or vehicles which has proven more satisfactory or profitable than farm wagons for a continuous period of ten years; providing he has not during that time sold his wagons at less than a net profit of five per cent. over and above the cost price plus the cost of doing business, and considering the volume of business done in each line; in other words, the farm wagons handled by any dealer who has treated them from a cost expense and salesmanship standpoint, on an equality with his other lines, will find they have been handled with less trouble and expense and have paid in net profits equal to any line of goods handled in like quantity for the same length of time. Some lines not strongly competitive for which there is a limited or spasmodic demand show larger profit per sale but it is the article that can be sold for a greater length of time during the year, which requires no expense of looking after, and for which there will always be a demand that overtakes and outruns specialties that are only in temporary demand and require much expense and effort to get started and keep in order.

No dealer is taking any risk in providing for his supply of wagons at this time, for wagons will never again be manufactured and sold in their present form at less price; secondly, the panic of 1907 has not been without its lessons and there is little danger of the error of over-production being repeated—in fact, the output of wagons has been so measured by the demand during the past two years that to-day stocks everywhere are low and there is a real danger that a large demand could not be satisfied. We advise no dealer to buy beyond his reasonable needs, for while additional profit may occasionally be made by anticipating a shortage more often it is lost by overloading.

That there will be advances in the cost and selling prices of

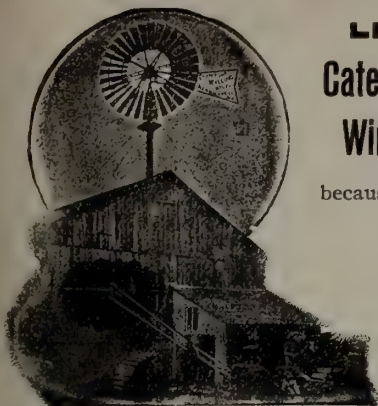
staple lines is inevitable, for we are on a higher and more expensive plane of living than ever before, and from the present outlook are likely to remain there, but the wise business man will adjust himself to these conditions on the basis of what it costs to do business. He will continue to handle wagons and everything else that properly belongs to his line and make money on them.

Agricultural Motors in England

We learn that the British farmer will have a good opportunity to judge of the worth of agricultural motors at a forthcoming exhibition at Liverpool. The Royal Agricultural Society will offer a gold medal for the best motor designed for agricultural work, and the test conditions will be severe. An agricultural motor, for these trials, is understood to be any form of motor, using either steam, oil, petrol or electricity as its motive power, and which shall be capable of (1) hauling at work a plough, cultivator, harvester or other agricultural implement; (2) shall be capable of driving such agricultural machines as a threshing machine, chaff cutter, grist mill, etc.; (3) shall be capable of hauling a load both along a road and on the land.

From the above it will be noticed that the test work covers practically all the farm tasks hitherto performed by horses and steam engines. It is not to be expected, however, that the horse will ever be superseded for the lighter and minor farming operations. But the Royal Agricultural Society found that official recognition of the farm motor had become necessary through the marked progress made in its adaptability to farm operations, and through the persistent efforts of the manufacturers to introduce this new form of power. The competing motors will undergo a very thorough test in all the classes of work enumerated, and special attention will be paid to such features as gross weight, weight per inch breadth of wheel; mechanical design and construction; adaptability to various kinds of work; ease of handling; safety of operating; ease of turning and space required for same; facility for attaching to implements, etc.; attendance necessary; consumption of fuel, water and other supplies per unit of work done; price etc., in fact, the contest will be much on the lines of that held at the Winnipeg Industrial.

Our civilization is the result of constantly advancing standards. Individual actions cannot make standards that are high and as permanent as those standards established by more or less concentrated action.



LIVE DEALERS will sell
Cater's Wood and Iron Pumps, Star
Windmills and Gasoline Engines

because they are of the Highest Grade and
 Lowest in Price

Write for our Special Cash Price

Address

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Burton's Saws Tempered by a New Process

and positively the BEST. The heat is registered by an electric pyrometer while the saw is clamped in a revolving furnace under many tons of hydraulic pressure. Absolute uniformity of temper in every part of the saw is thus obtained. We positively guarantee that there are no hard or soft spots in our saws. They have greater toughness and retain a keen, cutting edge longer than any other make. Write for catalogue and prices.

The A. J. Burton Saw Co. Ltd., Vancouver, B.C.

Hero Grain Separators

**SOLD ONLY THROUGH
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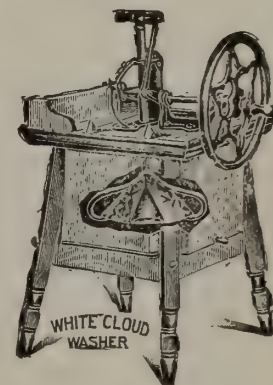
Hero White Cloud Washing Machines



A Grain Separator without
 an Equal.

The Hero has proved itself by years of service. For reliability and efficiency no other separator can compare with it. Cleans oats from wheat thoroughly. Built of the very best materials obtainable under the supervision of an expert. Satisfaction guaranteed to every user. Repeat orders come as a natural sequence if you handle the Hero specialties. They bring more business, more profit, and build up a reputation for the dealer by their sterling qualities.

The most perfect, simple and durable washer ever offered to the public. The best on the market by long odds. Constructed of highest quality materials by skilled workmen. Nothing to injure garments, simply forces suds through the fabric. A few minutes does the trick. No rubbing; quicker work with less effort than any other machine. Made of sheet metal—10 to 50 pounds lighter than the other kind. Can be operated either standing or sitting.

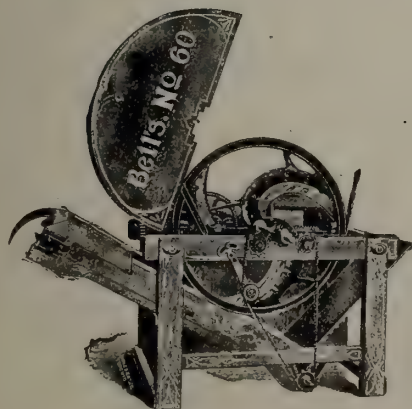


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ARE THE BEST IN AMERICA



GET THAT INTO YOUR HEAD AND HOLD IT!—We make 25 different styles and sizes from a little hand lever machine to the largest and greatest capacity ever turned out, and we guarantee every one of them

NOTICE!—On account of the Crop conditions this year Feed Cutters can and will be sold in large quantities. The Dealer that gets in a sample now will get this trade. We can help you decide, as **One Sample Only** will do the trick.

Write us **NOW.**

B. Bell & Son Co., Ltd.
WINNIPEG

THE DEALER'S IMPORTANCE IN THE BUSINESS WORLD.

The retail implement dealer has come to occupy a very important position, standing, as he does, in an intermediate position between the manufacturer or jobber, and consumer. He comes into personal contact with the actual buyer and user of the goods, and if he can satisfy the latter, an excellent advertisement is created for the product which cannot be obtained in any other way. On the dealer will depend, very largely, the sale of any implement or machine which he carries, for, although many manufacturers advertise their goods widely in journals which go direct to the consumer, without the intelligent assistance of their agent—the retailer—these efforts at publicity are largely discounted. But if the dealer takes special pains to direct attention to a line of goods by displaying it prominently in his warehouse, advertising it in his local newspaper, studying its construction and advantages so as to convince customers of its worth, that special article will certainly have a larger sale in his locality than if he were indifferent to it.

These facts are being realized more and more by manufacturers, and a feeling of interdependence and confidence is springing up which is working for the benefit of all concerned. The tendency today is for the manufacturer to reach the consumer with the aid of the dealer rather than—by indiscriminate advertising to the general public—to reach the consumer directly.

Printers Ink calls attention to this point in the following words: "Of all the infectious diseases and ailments from which the advertising graveyard (if there is any) is filled, lack of distribution is the most tuberculously grim reaper of them all. It is the great white plague of advertising, and many a 'lunger' who is still lingering on in advertising, is coughing his life away from lack of distribution to take care of the trade which advertising is producing. There is a story told of a toilet manufacturer in the West, who saved himself from the great white plague, after having started to advertise for dealer business in general mediums without distribution. He took the modern fresh air cure by laying off his advertising until he had some fair distribution. Without good advice to do this, he might even now be six feet under the sod in the graveyard which it has by no means yet been proved belongs to advertising."

The same remarks apply to the automobile business. The sale of cars is becoming a matter of pure salesmanship owing to the increase in competition and the de-

mand for cars that measure up to a high standard in every particular.

Carriage Monthly says it is unquestionable that the sale of any particular motor car will be more extensive and the customer be better satisfied in those sections in which regularly authorized agents are working for the interest of the manufacturers of that car, as well as taking care of their customers in the matter of adjustments, repairs, and the attention that is necessary from time to time with any piece of machinery. Undoubtedly cars sold on the mail order plan, direct from manufacturers to users, will not be as well cared for and will suffer in reputation, as against the car that is properly looked after by local agents.

This condition is growing more keen in the automobile trade, and will be much more so. In a year or two, the idea of leaving the agent out of a motor car selling plan will be almost extinct. While today the demand for motor cars largely exceeds the capacity of the factories to turn them out, there is a great deal of competition among the different makes, and each manufacturer is, of course, after his share of the business. Increasing output and the gradual attainment of a normal demand will make competition more keen and emphasize the importance of the dealer.

Will Build Tractor Factory.

The International Harvester Company have under construction a new plant at Chicago adjoining the group of buildings known as the McCormick Works which will be utilized in the manufacture of farm tractors of the type now being made by the International. The plant will be so constructed that extensions can be made from time to time, as needed, and it is estimated that the buildings and equipment will cost over \$1,000,000. Work would have been commenced sooner on this plant, except for the strike of the structural iron workers, and construction now being under way the work will be rushed rapidly to completion. It will be several months, however, before the plant is ready for operation. Employment will be given to about 600 men in this department when the works are first started, and the plans provide for a factory large enough to give employment to more than 1,000 workmen. The new factory will be devoted exclusively to the manufacture of tractors, the smaller gasoline engines being made in a separate factory, as at present.

A SHORT HISTORY OF THRESHING MACHINERY.

The threshing machine, or separator is, without any doubt, second only in importance among agricultural machines to the binder. We shall endeavor to present here in brief form some account of the origin and development of this machine for the perusal of our readers.

The earliest method of threshing of which there is any record was by means of trampling both by men and animals. The flail soon made its appearance, however, and was in common use, especially among the older nations, until as late as 1850. The writer has seen the flail used in England on small farms within the last 20 years, and it is likely that it is still used to some extent. The flail consists of two stout rods of hard wood joined together, usually with a piece of leather, in such a way as to permit movement in all directions like the thong of a whip. One of the two rods is the longer and is used as a handle. The operator generally stands erect and imparts a circular motion to the flail, bringing it down on the grain at each revolution with a sharp blow. After a quantity of the grain is thus separated from the ears the straw is carefully raked away and the chaff eliminated by simply pouring the grain from a height and allowing the wind, either naturally or by artificial means, to blow it away.

The fanning mill was invented at a later period to separate the grain from the chaff. It is said that an average laborer can thresh about 7 bushels of wheat in a day using the flail.

About 1750 Michael Menzies, a Scotchman, constructed a machine which was simply a series of flails operated by water power, and was not successful. In 1758, Mr. Lechie, of Stirlingshire, England, invented a machine in which a number of arms were attached to a revolving shaft, the whole rotating in a closed case.

Mr. Atkinson, of Yorkshire, England, subsequently produced a thresher having a cylinder with teeth, or, as it became known, a peg drum. The cylinder teeth in this machine ran across other rows of teeth which acted as concaves. In the early part of the 19th century the "ground-hog" thresher came into use. The brothers Hiram A. and John A. Pitts, of Winthrop, Maine, took a prominent part in the development of threshing machines, and to them belongs the credit of manufacturing the first practical machine in America. The "ground-hog" was usually operated by tread power or horse power and was eventually made so that it could be loaded on trucks and moved from place to place. The mechanism consisted of a spiked

cylinder which revolved over a spiked concave, and there was no device to clean the grain until the Pitts brothers, who were at that time engaged in making horse powers for operating "ground-hogs," obtained a patent in 1837 for a threshing machine with cleaning devices. In this the endless apron was first used and an elevator carried the tailings behind the cylinder and over sieves to be re-cleaned. John A. Pitts eventually established a factory at Buffalo, N. Y. and the "Buffalo Pitts" thresher became widely known. It is manufactured at the present day and still embodies some of the early features.

George Westinghouse, father of the inventor of the air brake, started to manufacture threshing machines at Fonda, N. Y., about 1840, and he patented a number of practical improvements in separating and cleaning devices. About 1850 farmers commenced to raise wheat in larger quantities for market, and at this time a large number of inventors and manufacturers entered the field. Machines of the endless apron type became common, and it was not until after the Civil War that the vibrator type of separator came into use.

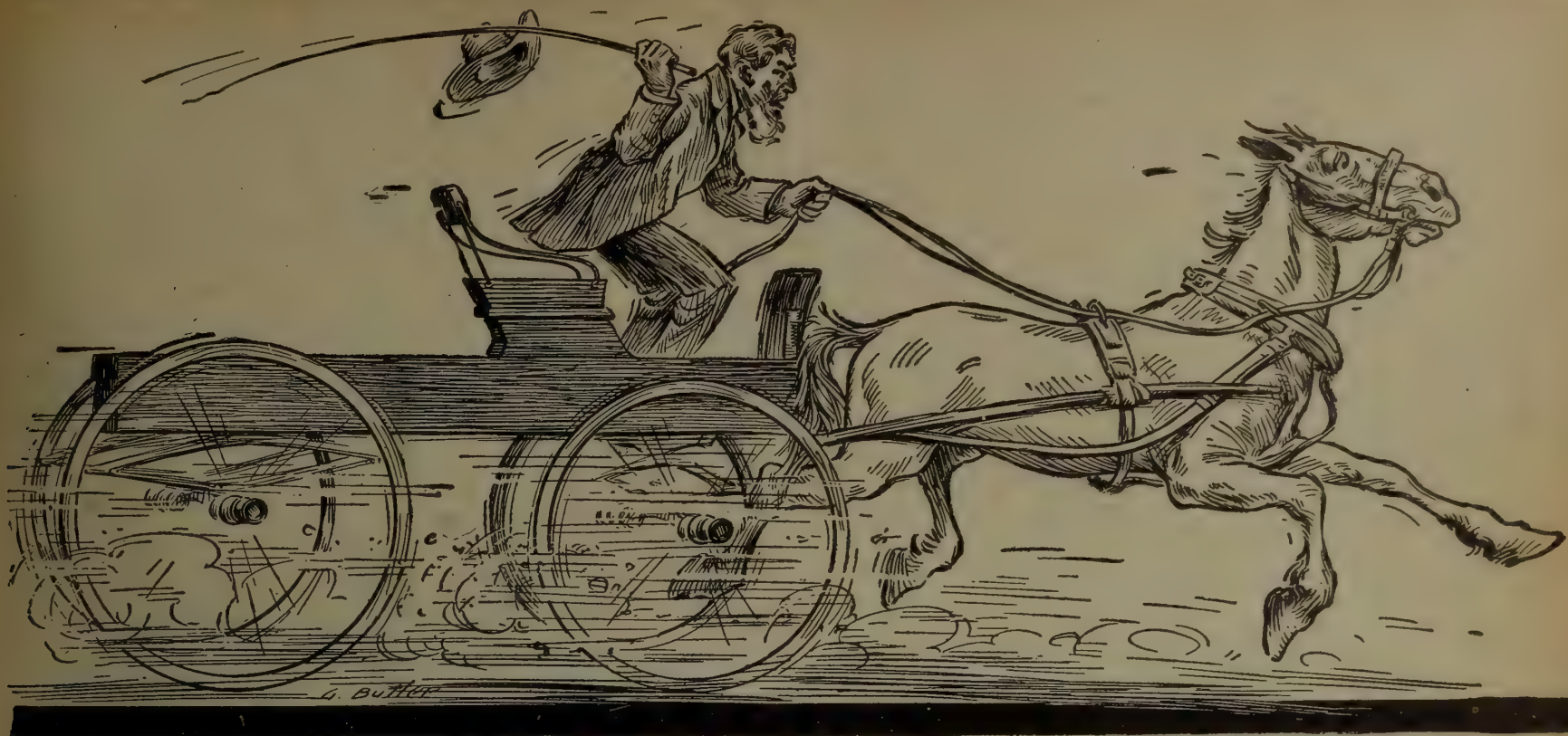
Cyrus Roberts, of Belleville, Ind., patented the chief features of the modern separating mechanism in 1852 and 1856.

The separator of today performs four main operations; first, shelling the grain from the head, in which the cylinder and concaves with their teeth do the work, second, separating the straw from the grain and chaff, which is accomplished by the grate, the beater, the checkboard and the straw rack; third, separating the grain from the chaff and dirt, performed by the shoe, fan, wind board, screens and tailings elevator; fourth, the grain is deposited in one place and the straw in another by means of the grain elevator and the straw stacker.

In addition the following attachments are used. The self-feeder and band-cutter, the wind stacker and blower, and the combined weigher and bagger.

Automobiles Owned By Farmers.

"A careful estimate of the number of automobiles owned by farmers in the entire United States is 76,000," said F. A. Davis, sales manager of the Jackson Automobile Company of Jackson, Mich. "There are 10,000 automobiles in Iowa, 5,000 are owned by farmers. Kansas farmers spent \$3,200,000 for automobiles during 1909 and \$2,750,000 in 1908. In one Nebraska town of 800 population, 40 automobiles were sold last year to farmers."



Every Repair Order is an Emergency Order

Are you prepared for the emergency?

Harvest time is the critical time. The farmer plows, and sows, and cultivates—all for the harvest which comes but once a year. The success of this year's labor is bound up in the success of a few days in the harvest field. Should his machine break down at this critical time and remain idle because of delay in securing repairs, he is apt to lose the results of the whole year's work.

That's why every repair order is an emergency order. No matter how well a machine may be constructed, accidents are liable to happen and repairs may be needed. You will find that the dealer who has these repairs at hand is the popular implement dealer of the town. His popularity is based on the foresight which prompts him to prepare to meet his customers' emergency orders for repairs.

If a prospective purchaser were to ask you why he should purchase an I H C machine, one of the strongest reasons you could give would be, "The dispatch with which any repair part for any I H C machine can be secured."

The development of I H C service to its present efficiency guarantees a complete stock of repairs at all I H C branch houses, agency and transfer points. This brings the repairs within a few hours of every dealer, and within easy reach of every farmer.

Put yourself in a position to fill any order for repairs. An I H C contract will do it.

You can supply your trade with Mowers, Rakes, Tedders, Hay-stackers, Hay Loaders, Hay Presses, Binders, Reapers, Threshers, Binder Twine, Tillage Implements, Manure Spreaders, Gasoline Engines, Feed Grinders, Cream Harvesters, Farm Wagons and Trucks, Auto Wagons and Auto Buggies, and repairs for each of them.

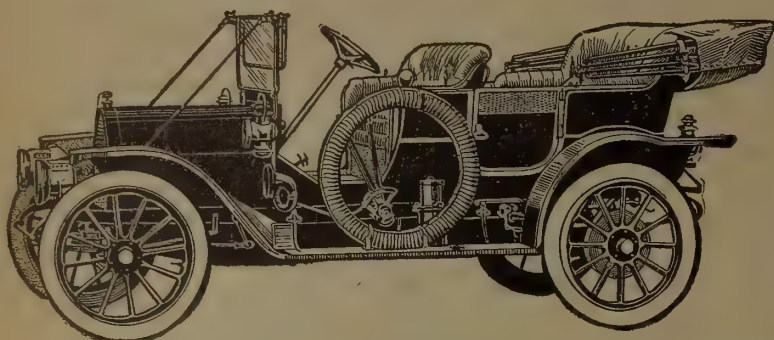
The nearest general agent or blockman will gladly give you particulars regarding terms and territory.

CANADIAN BRANCHES : — International Harvester Company of America, at Brandon, Calgary, Edmonton, Hamilton, London, Montreal, Ottawa, Regina, Saskatoon, St. John, Winnipeg, Yorkton.

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Because our 1909 business showed an increase of 300 per cent over our 1908 business:

Because we have increased our plant to a capacity of 100 finished gasoline engines every working day, or 30,000 a year. Every time the clock ticks off six minutes of the working day, we can finish one more Waterloo Boy Gasoline Engine. Think of it! Ten perfect and complete gasoline engines every hour.

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If you are interested in our game, write us. We will be pleased to hear from you.



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CANADIAN FARM IMPLEMENTS

VOL. VI., No. 9

WINNIPEG, MAN., SEPTEMBER, 1910.

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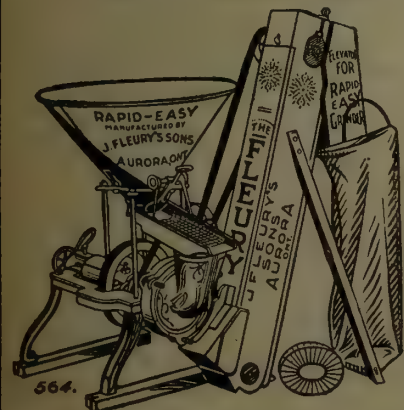
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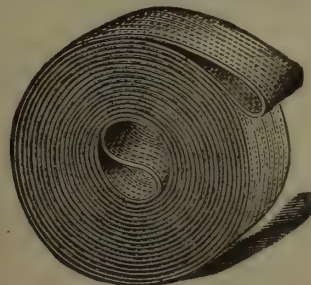


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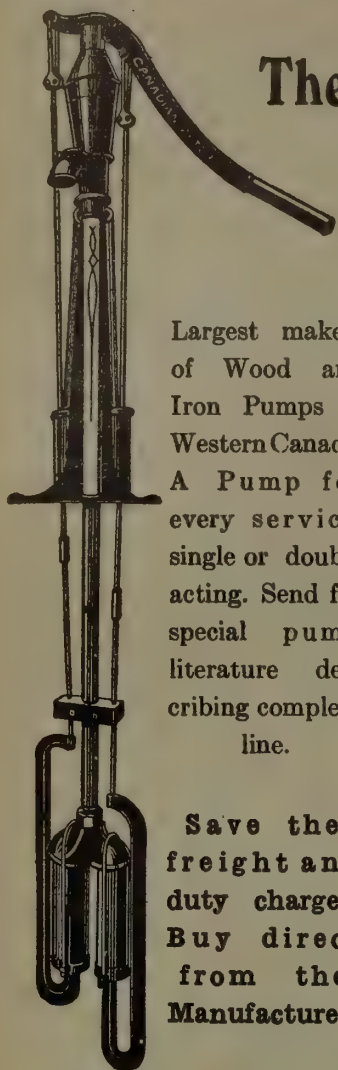
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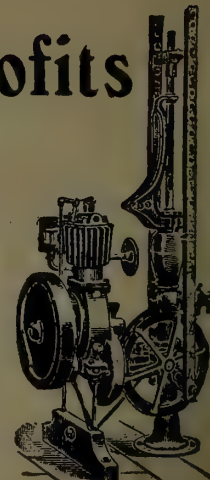
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We manufacture Gasoline Engines in all sizes from 2 to 25 horsepower. Vertical, horizontal, stationary and portable.

The latest addition to the Manitoba Line is the FARM PUMP ENGINE, a one-and-a-half-horse power air cooled combined engine and pump jack; will pump water and run any hand machine. The greatest profit maker on the market. Sells itself. Send for special literature.



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Work like a charm

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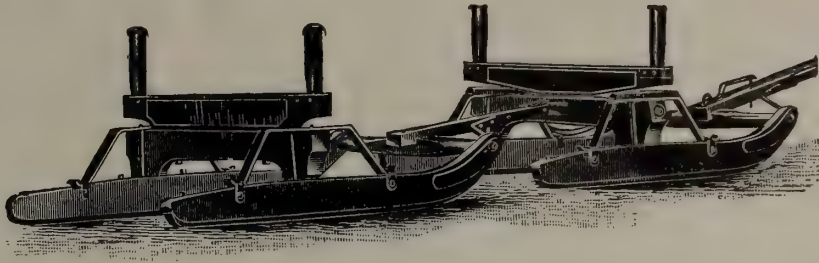
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Made of the very best, bone-dry material.

Always track. Every part for each size made exactly in proportion.

Ironing is just in the right place, full size and enough of it to ensure great strength.

Do not be put off with inferior makes. The Wilkinson is right.

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Safety to Life as well as
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In a recent bulletin issued by the State Fire Marshal of the State of Ohio, Hon. D. S. Creamer, he says:

"An enormous fire waste that can with certainty and comparatively little cost be reduced to almost nothing is that from lightning. Incidental to this saving of property would be a saving of lives."

"The number of buildings fired by lightning last year was 154 and the loss on them \$252,447."

"The last annual reports of the 111 Iowa mutual companies show that 75 per cent. of their losses are from lightning."

At a recent meeting of the officers or representatives of 110 of the mutual fire insurance companies of Michigan, it was figured that their lightning losses during the last year were \$300,000. Representatives of 111 farm mutuals in Iowa report that 75 per cent. of their losses have been from lightning. In every 100 barns struck by lightning 75 are set on fire, and a barn fired by lightning is almost invariably a total loss.

THE CANADIAN LIGHTNING ARRESTOR AND ELECTRIC COMPANY



Copper Cable Lightning Arresters on the Townesley System

This is the season when the farmer is seeking protection against lightning. Do you want the profits on our goods? We have created a demand and are getting hundreds of orders from farmers. If you are looking for a new, profitable line to handle, write us at once for particulars. Remember that the successful business man grasps the opportunity when the time is ripe. Don't Delay!

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99%

PURE

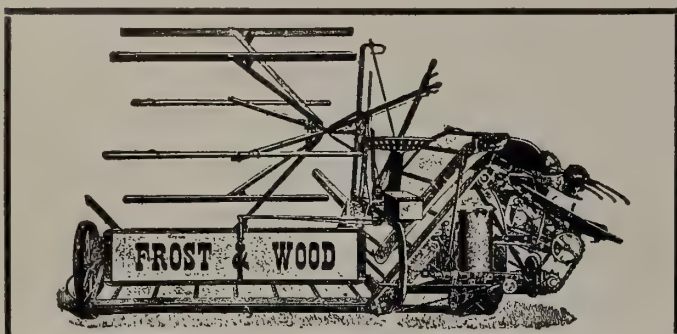
COPPER

Make Up Your Mind Now to Handle

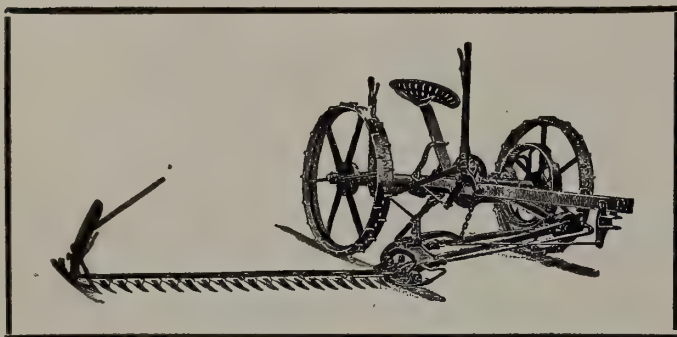
FROST & WOOD

FARM IMPLEMENTS

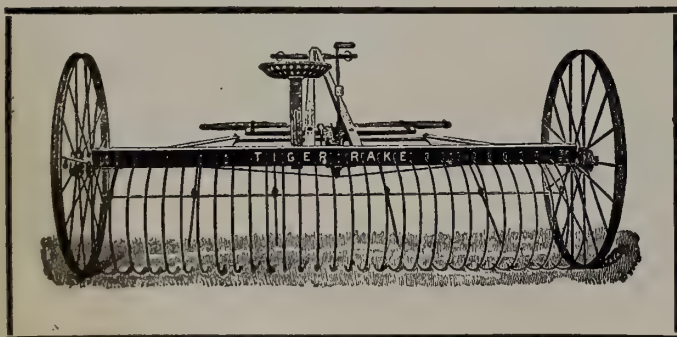
Every dealer in Western Canada who is seeking the representation of Farm Implements of unquestioned merit should get in touch with our traveller in his territory at once and learn the great value of being a Frost & Wood dealer. Be prompt in this matter because our travellers are now busy appointing dealers throughout the west where our goods are not already represented.



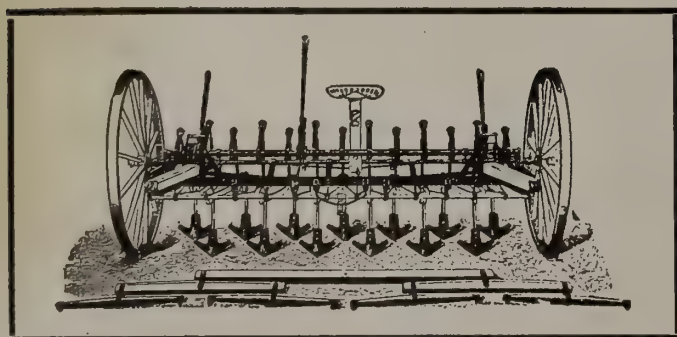
IMPROVED No. 3 BINDER



IMPROVED No. 8 MOWER



TIGER RAKE



CLIMAX CULTIVATOR

Quality

Farmers of Western Canada are now demanding farm implements of quality more than ever they were and thousands have already learned by actual experience that Frost & Wood machinery is of the very highest quality and workmanship. We have spared neither time, money or skill to make sure that our implements will stand every possible test that Western conditions demand, and the large increase in sales during the present year is the best indication that our goods have met with the approval of men who place quality above all things else.

Durability

This is a great outstanding feature of all Frost & Wood implements which farmers appreciate. It is not difficult to make a tool to sell; but to make a tool that will last for years and stand up to its work without a hitch under all conditions is another matter. Any of your customers who have had experience with our goods will tell you that Frost & Wood implements are durable and reliable.

Widely Known Through the Whole of Western Canada

Follow the farm papers carefully and you will see the help we are giving our dealers by constant publicity. In addition to our advertising you can always depend upon our full co-operation to increase your business and you can also depend upon the Cockshutt Plow Company, Limited to give you any assistance in their power to advance your interests.

NOW IS THE TIME TO ACT

Make arrangements NOW to get the exclusive Agency in your locality if our goods are not already represented there. Remember Frost & Wood implements will help you sell other lines—quality is stamped through and through in our goods which ensures good relations with your customers. Address inquiries to

Sole Agents in Western Canada

COCKSHUTT

FLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

Here's The Finest Line of Gang Plows You Could Introduce To New Settlers In Western Canada

Farmers who have lived in the West for some time know all about Cockshutt Quality from actual experience with our implements. If you want to make yourself solid with the great influx of farmers pouring into this territory, start in by introducing Cockshutt goods. Make the acquaintance of these men by giving them value for their money. If it's gang plows they want here are four different styles you can offer them with the greatest confidence.

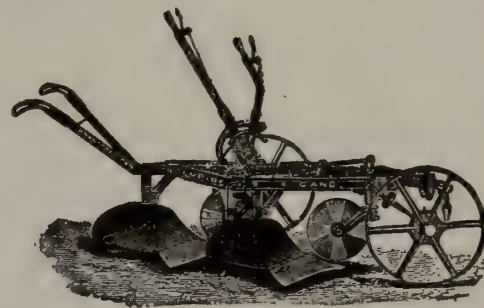


New Jewel Gang

This plow has extraordinary strength and durability, because it is built entirely of steel and malleable iron. The frame, beams, bails, axles and braces are of high carbon steel, and the steel wheels have long, removable, dustproof bearings with large wearing surfaces. There is a high lift attachment on this plow making it easy to operate, for once the plows are levelled for work, the driver can raise or lower the bottoms by means of a foot lever, leaving both hands free to manage the horses. The plows can be locked up when raised from the ground or locked down when set for work.

Our New Jewel is built in two sizes—12 inch and 14 inch bottoms, either breaker or stubble.

Dealers Wanted
Where Not Already
Represented.



New Empire Gang

We show here an illustration of our new Empire Gang. This is a light two-furrow walking plow, remarkably strong and durable. It has an extra strong steel frame, very heavy axles and dust-proof bearings, and the fine tooth adjustment ratchets will be found of great advantage. This plow is also equipped with compound levers and spring lift of the latest pattern. All Empire Gangs are fitted with steel and malleable standards which are practically unbreakable.

This plow represents a first-class piece of workmanship and the materials are the finest that money can buy.



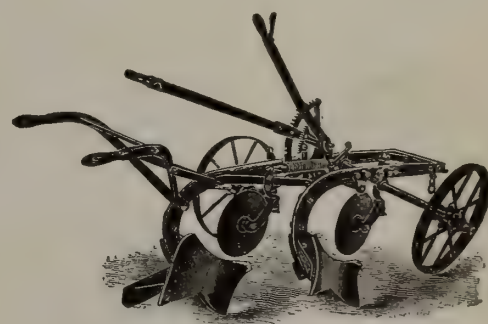
Beaver Gang

The furrow and rear wheels being connected and controlled from the pole, the Beaver Gang is very easily guided when working or turning at the ends.

We have placed the levers within easy reach of the driver, and the bottoms can be raised by means of a lever and spring lift.

This plow draws very light and will give a good account of itself under all conditions. Rod breaker bottoms can be furnished for any of these Gangs.

Write At Once if
these Plows are not
Represented
in Your Locality.



Empire Chief Gang

This illustration shows our Empire Chief Gang, which has very heavy high carbon steel plow beams, capable of standing heavy strains. The beams are arched high so as to give good clearance in trashy land or stubble, and the long powerful levers are pivoted to the bearings, not bolted. The handles are strongly attached to the rear beam enabling the operator to follow the furrow as he would with an ordinary walking plow. The furrow wheel is staggered to prevent it climbing the furrow wall. A lift spring is fitted to the furrow wheel axle to assist the operator. Mould boards and heavy shares are made of the best softcentre steel. Equipped with 12 in. bottoms; either breaker or stubble.

COCKSHUTT

PLOW
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BEST FOR STUBBLE AS WELL AS BREAKING

On hundreds of farms in every Western Province our plows have proved themselves ideal for stubble work, being strong, yet light in draft, costing our customers much less for repairs, and the quality of the plowing has had no equal in all Canada. The "suck" of the bottoms can be adjusted to a hair's breadth by using the set screw on the top of each standard. This is very useful and important when the land varies in hardness. Cockshutt Engine Gangs have been purchased by the Dominion Experimental Farms both at Brandon and Lethbridge, where they are doing perfect work in stubble.

More Cockshutt
Engine Gangs
sold in Western
Canada this
season than any
other make

COCKSHUTT ENGINE GANG

Our stubble shares are heavier than those of any other manufacturer. Our stubble standards are so shaped as to form an arch with the straight beams, so that when the land is trashy, there is always good clearance. The gauge wheels, which run directly in front of and protect each bottom, are of large diameter and wide tire and are made solid in the centre to prevent clogging. They are also fitted with scrapers.

These gauge wheels can be raised or lowered to suit the different height of the stubble and breaker standards, or can be transferred forward to make room for swivel rolling colters—adjustments which will be found very advantageous.

Under all varying conditions in stubble plowing, you can depend upon the Cockshutt Engine Gang turning furrows of uniform depth and width, leaving the land level and the straw well covered. If you would like to have more direct evidence about the superiority of the Cockshutt Engine Gang, write us for our new book "Horseless Plowing," showing a large number of splendid illustrations of our plows in use in stubble on different farms throughout the West and some of the most convincing letters written by farmers who have bought ours after having had experience with other makes of Engine Gangs.

More Cockshutt
Engine Gangs in
use in Western
Canada than all
other makes
combined

COCKSHUTT

PLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. VI., No. 9

WINNIPEG, MAN., SEPTEMBER, 1910.

SUBSCRIPTION PRICE IN CANADA } Per Year, \$1.00
Per Copy, 10c.

Development of Traction Plowing

PART III.—Continued from July.

The lowest figures are usually for stubble plowing and the highest for breaking sod, but the rates charged by the same operator for the two kinds of work are not as far apart as the range indicated. In parts of Kansas a difference of only 25 cents an acre is made, and a difference of 50 cents is reported by more operators in both plains sections than any other figure. A difference of \$1 or more is, however, common in the northwest. In some cases these prices cover both plowing and harrowing, while in others from 10 to 25 cents an acre are added for harrowing. The prices in the corn belt and in Kansas, Oklahoma and Texas (the average being \$1.50 in Kansas and \$1.62 for the three states) are so low as to leave little or no margin to cover expenses during idleness and net a profit. With all other factors equal, a slight increase in the rate often will turn an unsuccessful venture into a profitable one.

Table II.—Data in reference to steam plowing outfits operated in California, in the southwestern and the northwestern sections of the United States, and in Canada.

Work accomplished, etc.

	California.	Southwest.	Northwest.	Canada.
			1	2
Number reporting	11	100	60	23
Acres plowed annually for self	2,802	475	310	379
Acres plowed annually for others	689	580	348	628
Acres plowed annually, total	3,489	1,055	658	1,007
Percentage of custom plowing	20	55	53	61
Size of engine (horse power)	110	26.46	27.5	29
Cost of engine	\$5,500	\$2,680	\$2,505	\$3,420
Number of plows b	23.3	...	9.58	11
Width of furrow cut (feet) b	20.45	12.8	11.18	12.83
Cost of plows b	\$506	\$451	\$657	\$860
Hours of work each day	10.6	11	11.44	12.31
Miles covered each day c	20.4	16.4	16.9	13.8
Acres covered each day	50.6	25.7	22.9	21.4
Days of plowing for the year	69	41	29	47
Men employed	6	3.43	4.24	4.11
Horses used	5.5	3.1	4.5	3.9
Labor and board (by day)	\$16.50	\$11	\$14	\$14
Quantity of fuel used each day d	7.16	2,508	2,735	3,151
Quantity of fuel used for each acre d ..	0.14	98.4	126.6	147.1
Cost of fuel for each day	7.28	\$6.91	\$8.71	\$8.34
Cost of fuel for each acre	\$0.144	\$0.273	\$0.38	\$0.39
Quantity of water used each day e	3 367	74.1	77.75	72.8
Cost of oil, etc., for each day	\$1.00	\$0.57	\$0.59	\$0.87

a Brake horse power. Nominal or tractive rating about 60 horse power.

b Less than one-fifth of the outfits reported in the southwest use moldboard plows. These average 9.18 bottoms, cutting 10.7 feet, and cost \$561 each. From 10 to 20 disc plows would be used to cut the average of 13.2 feet reported. These sets average \$428 in price. The figures in the table are for the average of both types.

c "Miles a day" is miles traveled with plows in the ground, as figured from the daily acreage and the average width of the furrow. The distance traveled in turning, etc., is not included.

d For California expressed in barrels of crude oil; elsewhere in pounds of coal.

e For California expressed in gallons; elsewhere in the United States in barrels of 31.5 gallons.

The data for 1907 and 1908 under column 2 are much nearer the figures contained in first hand reports from the northwest and Canada, as is to be expected in view of the time covered by the latter. For these two years the averages of data contained in 118 letters show the size of the engine to be 27.7 horse power; number of plows, 9.09; width of furrow, 10.6 feet; miles a day, 16.75; acres a day, 21.52; number of men, 4.53; number of horses, 3.57; quantity of coal a day, 3,245 pounds; quantity of coal for each acre, 150.8 pounds.

COST OF PLOWING WITH STEAM ENGINES.

In Table III. the acre cost of plowing is based on the data in Table II. A considerable number of other operators were interviewed, but principally with regard to points not covered in the circular letters, their experience and results being on a par with those of the correspondents. It

was found impracticable to separate the cost of harrowing in each report; hence, the corrected total for plowing alone is based on the percentages given under the discussion of acreage plowed.

Table III.—Acre cost of steam plowing (including harrowing, etc.), in California, in the southwestern and the northwestern sections of the United States, and in Canada.

	California.	Southwest.	Northwest.	Canada.
Details of cost.				
Interest on engine	\$0.069	\$0.098	\$0.143	\$0.131
Depreciation on engine .....	.158	.254	.381	.34
Repairs on engine .....	.08	.10	.10	.10
Interest on plows .....	.009	.024	.056	.07
Depreciation on plows .....	.015	.043	.10	.085
Repairs on plows .....	.02	.035	.066	.07
Interest and depreciation on miscellaneous equipment .....	.012	.037	.059	.039
Labor and board .....	.326	.428	.611	.654
Fuel .....	.144	.269	.38	.39
Oil, grease, etc. ....	.02	.022	.026	.041
Total .....	.853	1.31	1.922	1.898
Corrected Total .....	....	1.14	1.73	....

AVERAGE RESULTS WITH STEAM PLOWING OUTFITS.

In view of the extreme variation in conditions encountered by individual operators, any averages of results must be taken with due regard for local conditions.

Table II. presents a summary of the data taken from reports complete enough to give the desired information. These include results for a part of the season of 1908. For the purpose of comparison, two columns are shown for Canada. The first is from direct reports from operators. In the second column averages are taken from the annual traction plowing numbers of "The Canadian Thresherman and Farmer," from 1905 to 1909, inclusive, and represent 214 letters of steam plowmen in answer to that journal's annual circular letters on this subject. A small percentage of the letters are duplicated; that is, they are from the same operator in different years, and several correspondents reporting under column 1 are also found under column 2. The average of coal used given in column 2 is from 150 operators, many using either wood or straw or not reporting at all. Those using wood report about two cords a day as an average. The average number of barrels of water used by Canadian operators apparently varies great-

ly. However, a difference in standards may explain the variation. If the 72.8 barrels in column 1 were of 31.5 imperial gallons of 10 pounds each and the 57.1 barrels in column 2 were of 42 im-

perial gallons the water used per pound of coal would be 7.21 and 7.82 pounds, respectively. It is difficult otherwise to account for such a wide variation.

The cost of men and teams on off days and of moving from place to place between jobs must be added to the cost per acre of plowing. This will frequently more than offset the correction for harrowing, the cost for each day of idleness being higher, of course, with steam than with gasoline outfits. The days of idleness are more frequent, possibly one in three, adding 10 to 15 cents per acre to the cost given. Since both breaking and stubble plowing are included, and in unknown proportions, no satisfactory statement can be made as to the relative cost of each. However, the daily running expenses are not essentially different; hence the relative cost is probably in inverse proportion to the daily acreage.

COMPARATIVE RESULTS WITH STEAM ENGINES OF DIFFERENT SIZES.

The following table shows fairly well what may be expected of steam engines of the small, medium, and large sizes generally used for plowing. Extremes are not represented. It will be noted that in the southwest the medium sized engines seem to be the most popular, and those of the largest size in the northwest, while few



I. H. C. Tractor—First American-Made Tractor Sold in Russia—To be Used on the Estate of Prince A. Lieven, at Mesothien. (See Page 28).

small engines are used in either section. With the exception of the quantity of coal per acre in the case of small engines in the northwest, the averages show the results that might be expected from the size of the engine, and in this case the number of operators is so small as to render the figures of little value. The number of men and horses evidently is not in proportion to the size of the engine. In both sections the small engines apparently travel more miles a day than the larger ones, this figure, as before, being calculated from the acreage plowed and the width of furrow. The figures as to horse power per foot cut and the reciprocal "feet cut per horse power" are quite significant, indicating that the larger engines furnish greater power per unit of nominal rating than the

smaller. A comparison of sections on this point shows that from 20 to 25 per cent. more power per foot of width is required in the northwest than in the southwest. The wider use of disk plows will account for a large part of this difference.

THE CABLE SYSTEM OF STEAM PLOWING.

In England, Germany and other countries a common type of steam plowing involves the use of plows or other implements drawn by cables. A number of these outfits, all of foreign make, are used

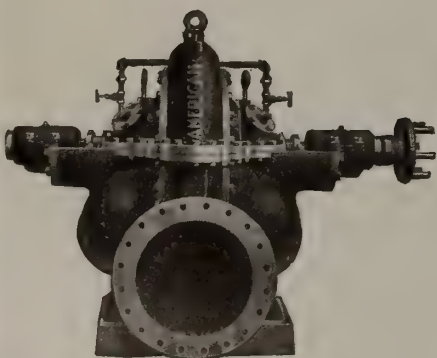
Table IV.—Comparison of various sizes of steam plowing engines used in the southwestern and the northwestern sections of the United States and Canada.

Details for steam outfits	Southwest.				Northwest and Canada.			
	18, 20, 22 h.p.	25 h.p.	30 32 35 hp.	25 hp.	18 20 22 hp.	25 hp.	30 32 35 hp.	25 hp.
Number of outfits ..	10	42	22	21	5	21	41	41
Average size of engine	20.2	25	31.95	20.4	25	31.9	31.9	31.9
Width of furrow (ft.)	9.15	12.25	16.67	7.5	10.23	13.2	13.2	13.2
Width of furrow (in.)	109.8	147	192	90	122.8	158.5	158.5	158.5
Men employed	3.6	3.43	3.76	3.8	3.95	4.39	4.39	4.39
Horses used	3.4	3.05	3.3	2.6	2.95	3.8	3.8	3.8
Acres covered each day	20.5	23.2	33.4	16.8	19.6	25.2	25.2	25.2
Miles covered each day	18.5	15.6	16.5	18.5	15.8	15.8	15.8	15.8
Horse power per foot cut	2.21	2.04	1.92	2.72	2.44	2.42	2.42	2.42
Pounds of coal used each day	2,350	2,457	3,218	1,780	2,552	3,100	3,100	3,100
Pounds of coal used each acre	114.6	105.9	96.3	106	130.2	122.9	122.9	122.9

in various parts of the west, principally in California, and there chiefly on large sugar beet ranches. So far as known, all of these outfits are of the double engine type, a traction engine being located during operation at either side of the field. Steel cables, 80 to 100 rods long, attached to the implement, are wound on drums mounted beneath the engine boilers, the engines pulling alternately. In this way the entire power of the engines is available for work, none being used in moving their own weight across the fields. The engines advance alternately the width of the furrow, moving in parallel directions at right angles to the furrow. In many cases permanent roads along the sides of the fields insure a firm footing for the traction wheels. Balance plows are used, i. e., right and left hand moldboard plows are mounted in gangs facing a pair of large wheels. In plowing, the implement is not reversed, the forward gang being tilted out of the ground on one trip and plowing on the return. Frames to which harrows, rollers, etc., may be attached, cultivators, beet plows, and other implements for cultivation are a part of the equipment, and usually all tillage operations connected with the beet crop are accomplished without the use of animals.

Plowing is done at a depth of 12 to 14 inches for sugar beets, and in heavy adobe soil from ten to twenty acres are covered per day. Light cultivation is done at a depth of 7 to 9 inches and deep tillage at from 14 to 16 inches, the cultivators being 16 feet and 10 feet in width, respectively. Cultivating is done at the rate of twenty-five to thirty-five acres and harrowing at the rate of fifty acres a day. A special implement, lifting six rows of beets at a depth of 12 to 16 inches, is used in harvesting, and from fifteen to twenty-five acres are covered in a day when necessary. No time is lost in taking supplies, as the engines

THE STANDARD by which OTHERS are JUDGED



is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

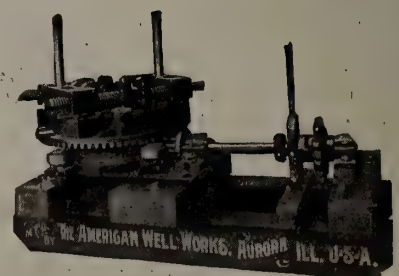
The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type. Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



are stationary, and little time is wasted at the ends of the furrows, one engine being ready to start pulling as soon as the other finishes.

From five to eight men are used in plowing, including a foreman, two engineers, one or two teamsters, two plowmen, and a cook. From six to eight barrels of crude oil daily supply both engines. The expenses, not including interest and depreciation, are about \$30 a day, or from \$2 to \$3 an acre. In comparing this with the cost of operating direct traction outfits, the great difference in depth of plowing must be kept in mind. Interest and depreciation charges are heavy, though the outfits are in use the greater part of the year. The investment for each outfit, including freight and duty, is from \$25,000 to \$30,000. The cables, which cost from \$600 to \$900 each, last from six to eighteen months in continuous use, and bad water destroys flues in from six to twelve months; otherwise the outfits are capable of long service.

In view of the heavy initial and operating cost, the use of this equipment is restricted to large enterprises. One ranch in California uses five sets of tackle in handling 10,000 acres of sugar beets, using horses only in seeding and hauling. Each outfit is said to displace 120 horses and the necessary drivers. Another outfit, operating eleven months in the

year, handles 1,300 acres of beets. Others are to be found in large vineyards, while a large number are used in sugar-cane culture in Hawaii. While these outfits are not suitable for use on a small scale it would seem that a modification, embodying numerous advantages and adapted to more general use, might be produced in the United States and sold at a price within the reach of small operators.

INTERNAL COMBUSTION ENGINES.

Internal combustion engines, represented by gasoline and kerosene motors, are usually of smaller size than the steam engines used for plowing. They range from 12 to 40 horse power, nominal rating, and from 19 to 80 horse power, brake rating. As before explained, the nominal rating is supposed to denote the equivalent of the work of the number of horses specified which is performed by the engine, while the brake rating indicates the power of the engine for belt work. In size internal combustion engines range from a weight of a little more than two tons to seventeen or eighteen tons, although the majority in use are between five and ten tons. As a rule, they are rated higher in proportion to actual brake horse power than are steam engines, but have a higher tractive efficiency than the latter; that is, deliver a larger proportion of the total power in effective pull. The same con-

fusion as to rating prevails and, owing to the differences in the practice of various manufacturers, gasoline engines are frequently expected to do more than their actual horse power warrants. In price these motors are usually more expensive per brake horse power than steam engines, the types most used ranging in cost from \$1,300 to \$2,500 delivered free in territory within reasonable distance from the factories.

(To be continued.)

A Horseless Farm in Montana.

An interesting article appears in Farm Machinery which is attributed to Thomas Cooper, land commissioner of the Northern Pacific Ry. It illustrates forcibly what can be accomplished on wild lands by the aid of machinery backed up by some capital and unlimited energy.

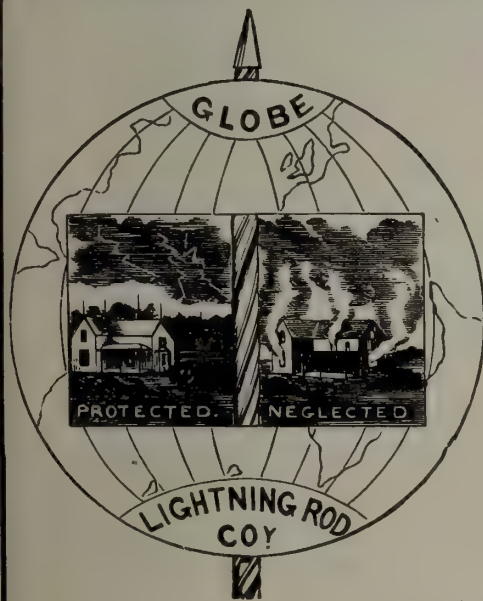
Near the little town of Ellendale in North Dakota two young men had grown up from boyhood, first on their father's farm and later tilling their own land; the younger brother devoting his time especially to raising the best horses in the country, and the elder brother, in addition to his farming interests, engaging in the farm implement business. This led up to the use of a steam plow on his farm.

In theory it was the correct

way to farm, but in practice it failed to work successfully in that district. During the spring months, when the steam plow was most needed, the little swales were too soft and miry for the engine to cross, and the dream of this young Dakota farmer for a horseless ranch could not then be realized. Having an equipment representing an investment of five or six thousand dollars and only being able to use it during a portion of the year caused him to look for a ranch where he could make better use of his machinery.

Late last fall he went to Montana and finally selected two sections of railroad land four miles east of Terry on a "bench" about 30 feet above the Yellowstone river. This land at that time was priced at \$15 an acre. It had been on the railroad company's price list for about six months, but the old timers shook their heads at the thought of buying range lands at such an enormous price when they had refused time and again to take the land at \$1.50 and \$2 an acre.

This young Dakota farmer, A. J. Pehl, said that this land was either worth \$50 an acre for farming or else it wasn't worth over \$5 an acre for grazing purposes; but he was willing to bet it was farming land.



Wanted

LIVE DEALERS

To Handle Our Copper Covered Steel Centre Lightning Rod.

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

Write To-day For Samples and Full Particulars.

Hamilton Brass Mfg. Co.,
(Successors)

Hamilton

Ontario



The "Flour City" Tractor



Twice Winner of the Gold Medal in the Winnipeg Contests



A General Farm Engine of the most Modern Design.

The Acme of STRENGTH, LIGHTNESS and DURABILITY.

OUR CATALOG TELLS ALL ABOUT IT.

KINNARD HAINES CO.

830 44th Ave. No. & Bryant,
Minneapolis, Minn.

Ontario Wind Engine & Pump Co. Ltd.

WINNIPEG

Dominion Sales Agents

CALGARY

Therefore he bought at the \$15 price. On Sunday, March 20, he returned to Terry, having loaded three carloads of freight which were en route from the North Dakota home in charge of his younger brother. His farming operations contemplated the hiring of three men besides himself and brother, and in order to be ready for work by the time their machinery and household effects arrived by the freight train, he began building a house on skids in one of the Terry lumber yards, expecting to haul the house out to the prospective farm.

Having the lumber handy and being in town where he could hire help, he built a little farm house 14x20 feet, two stories high, with stairway, doors and windows, all complete, and had it ready for occupancy on the following Wednesday when the family moved in. That day the steam engine and the other two cars of movables arrived and were unloaded. The traction engine steamed around to the lumber yard and hooked on to the house, much to the amusement and astonishment of the entire population of the little town, who had been prophesying every kind of failure for this eastern tenderfoot who thought he could show them how to build a house in town and haul it out in the country.

The next morning, however, the engine started off with the house, the same being occupied as if it were on its permanent foundation. At noon dinner was ready in the house, the engine stopped and all hands had dinner at home. After dinner the moving was continued and the house was landed on top of the "bench" within one and a half miles of its permanent location. At this point ten days were spent in getting ready for farm work.

The other two cars of machinery, live stock, and household goods were taken out, lumber was hauled and a barn built for the six horses which had been brought along, a water tank was constructed and a gasoline engine for pumping was set up at the well on the railway company's demonstration farm, where arrangements had been made for getting water while spring farming operations were being conducted. After the barn was built, it, too, was hitched on behind the house and the engine took the house and barn together along the road for a mile and a half until they reached home.

Monday morning, April 4, the real work of plowing and seeding began and Saturday noon, after five and a half days of actual time spent, 165 acres of prairie sod ground had been broken up, put into shape, seed-

ed and harrowed at the rate of 30 acres per day, and this work will continue at the same rate until the entire acreage of 1,100 acres shall have been seeded.

The 32-horsepower steam engine pulls ten 14-inch breaking plows, which turn over twelve feet of sod. These plows are followed by a clod crusher of roller pattern, which mashes down the sod and pulverizes the surface, making a most excellent seed bed; this is followed by a 12 foot double disk seed drill, which, in turn, is followed by two 12-foot harrows, one behind the other. Thus, one trip over the ground with this kind of an outfit breaks the sod, pulverizes it, seeds it, harrows it twice, leaving the surface in ideal condition for the retention of moisture. At the end of a week the first seeding had sprouted and was coming out of the ground.

As soon as the 1,100 acres of land shall have been plowed and seeded the next work will be to fence it, then a well will be drilled and this ranch will be a fully developed wheat farm within sixty days from the beginning of operations. Two hundred acres are being seeded to oats, the remainder to flax.

The labor employed on this farm consists of two men with the plowing and seeding outfit, one man to haul coal and water for the engine and household use; a fourth man has been hauling seed grain from town.

The only man without a steady job on this ranch is Mr. Pehl himself, who manages to keep busy seeing that everything else moves along like clockwork without any hitch anywhere. He uses an automobile for making trips to town, running errands, and doing the various things that are necessary to be done on a ranch of this kind to make everything move right. He also has another automobile which he will use after this year as a small truck and motor with which to harrow and do the heavy drudgery about the place. He plans to haul a 24-foot harrow with this slow-gear auto. It is his declaration now that after this year not a single horse will be kept on his farm. The plowing and harvesting will be done by the heavy engine, the lighter harrowing will be done by the low-gear auto, and the running around on errands and for supplies, etc., will be done with an ordinary automobile.

The Supply of Gasoline.

The supply of gasoline is becoming a matter for anxious consideration on the part of those interested in the manufacture of gasoline engines, automobiles, gas tractors and the

many other concerns using it for the production of power. In the early days when gasoline was first produced it was considered merely as a by-product, there being no way at that time in which it could be disposed of to advantage. With the coming of the automobile, however, the demand quickly disposed of the available supply and the price commenced soaring from 2, 3, 4 cents per gallon until it reached a price on a level with that quoted for kerosene, which up to that time had ruled as high as 27 cents per gallon.

The earliest supplies of the crude oils from which kerosene and gasoline were distilled came from the oil fields of Pennsylvania and Ohio, and the percentage of gasoline from a barrel of crude oil ran as high as ten per cent., but with the coming in of the oil fields of Texas, Oklahoma and Kansas the percentage dropped down as low as 2½ per cent., this being due to the presence of asphalt as the base of crude oils secured from these wells. As a natural consequence of this condition of affairs the production of kerosene so far outstripped the supply of gasoline as to entirely change the ratio of prices, kerosene being obtainable in western Canada today at 11 cents per gallon, whilst the price of gasoline for engine work has advanced to 18 cents. There is at the present time sufficient kerosene in storage to supply the needs of the whole world for a period of twelve months without drawing a single drop from the oil wells, whilst it is impossible to obtain a contract for the supply of gasoline for anything but the shortest period. The present production from the Pennsylvania and Ohio oil fields represents only one-fifth of the total production from all sources and as this oil is the one containing the highest percentage of gasoline, it will be readily understood how serious the situation is becoming from the gasoline users' standpoint. With the shortage in the supply the specific gravity has also dropped from 72 per cent. to 59 per cent. so that it is necessary to use a larger quantity to produce the same results that were obtainable with the higher gravity oil. In this way a further advance in the cost is felt by the consumer and the alteration in mileage is sometimes due, not to defects in the construction of a car, but to the adulteration of the gasoline.

The net result is that many inventors are working on the idea of a carburetor that will give the same results using kerosene or denatured alcohol, and in the case of at least two motor tractors this has been successfully accomplished. De-

natured alcohol can be produced simply and cheaply from the potato, and when the carburetor is perfected that will use this spirit, it will open up a new and profitable field for the farmer and give him one more and better source of power.

ENRICHING GASOLINE.

In many contests for automobiles, the competitors have sought a means of enriching the gasoline in order to produce a more powerful stroke in the cylinders. Various methods have been tried to produce these results, and in some cases with disastrous effects in the shape of cracked cylinders.

The result sought for may be obtained in a very simple manner. Since the object desired is to introduce a larger supply of oxygen into the mixture of gasoline vapor and air, this may be done by using pure oxygen in its natural form. So many improvements have been made in the manufacture of oxygen, that it may now be purchased on the market in steel cylinders of various sizes, probably the most suitable for the purposes of the automobile owner being the one 3½ by 13 inches, containing about 14 gallons of the gas. This cylinder may be attached to the running board and connected to the intake pipe by means of ordinary rubber tubing. By opening the valve of the oxygen cylinder the smallest possible fraction, a small, steady stream of the gas will flow into the cylinder together with the mixture from the carburetor, thus increasing the proportion of oxygen in the mixture, causing the combustion in the cylinder of the engine to be much more rapid, and the impulse to the piston more powerful. On no account should an attempt be made, however, to make the oxygen entirely replace the natural air supplied through the air valve of the carburetor. The cost of oxygen is very small, the cylinder being the only expensive part of the outfit, and even in this respect the first cost is the only one to consider, as they can be exchanged with the dealer when needing recharging.

Modern Miracles.

A deaf sheepman went out with his dog and he(a)rd. A dumb man picked up a hub and spoke. A paralyzed man wore a hat made of cloth and felt. A blind carpenter reached for a plane and saw. A fisherman with no sense of smelling caught some herring and smelt. Truthful and sober-minded citizens calmly assert that they saw a horse fly, a chimney swallow, a board walk, a sword fish and a picket fence; also heard a tree bark. Truly a wonderful age.

Armstrong Cutters



Our No. 20¹/₂ "Solid Comfort" Portland.

J. B. Armstrong Mfg. Co., Limited, Guelph, Ont.

Distributing depots at Winnipeg, Regina, Calgary.

Piano Cutters, Portland Cutters, Knock-down Handy Sleighs, Delivery Sleighs, Bob-Sleigh Gears, Surrey Sleighs, Democrat Sleighs, Stanhope Cutters, Trap Sleighs.

Every agent and handler of Implements and Carriages should send for a copy of our Catalogue if not already received. Our travellers are on their territories and want your trade.

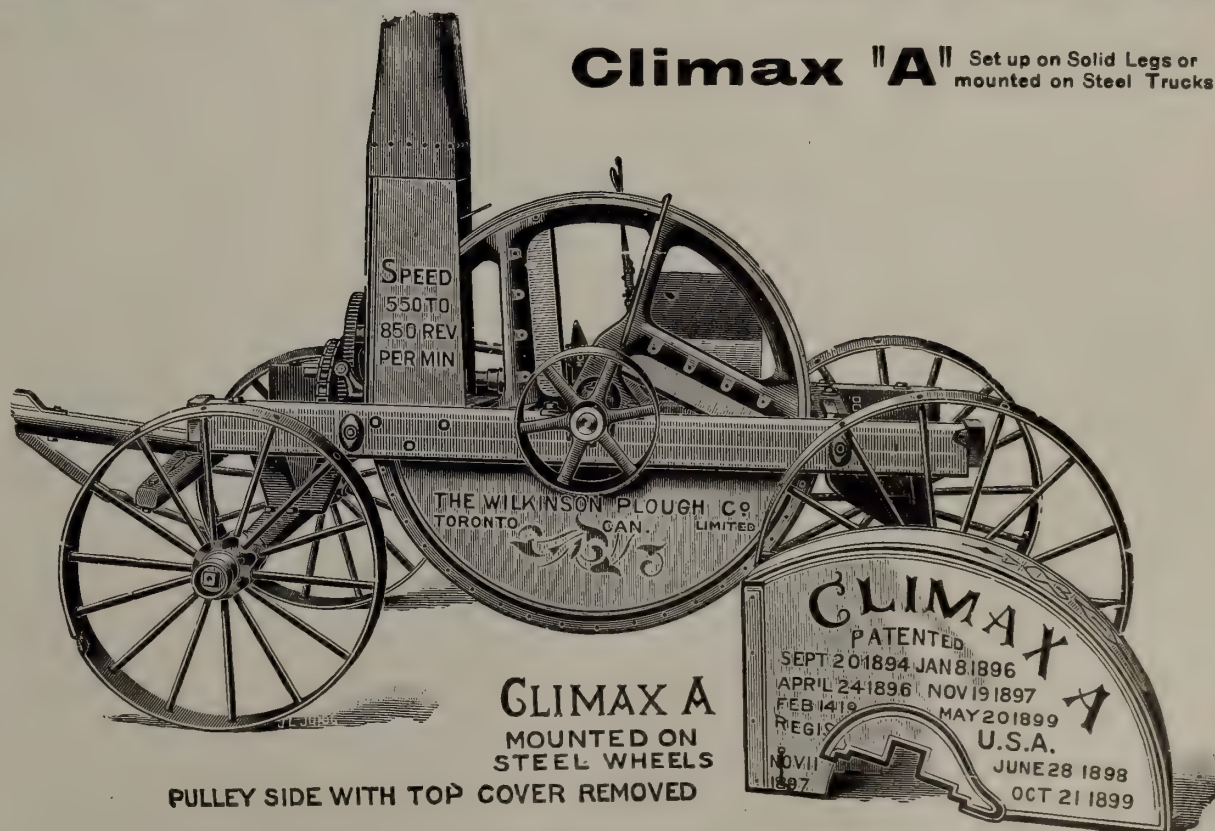
PNEUMATIC STRAW CUTTERS

POWER REQUIRED, 12-Horsepower Engine.

CAPACITY, 4 to 7 tons of hay or straw per hour (practically unlimited) and will deliver anywhere in your barn without waste or handling.

LENGTH OF CUT, 1/2 in. to 4 in. and cut clean by tempered straight steel knives cutting against a steel-faced bar,

Seasoned hardwood frame. Heavy turned steel shafting. Malleable iron parts where extra strain. For 1910-11 Knife Wheel extra heavy, webbed between back of knife and fan arm, and steel tire shrunk on. Fan case, heavy steel top and bottom and heavy steel discharge spout.



Climax "A" Set up on Solid Legs or mounted on Steel Trucks

CLIMAX A
MOUNTED ON
STEEL WHEELS

PULLEY SIDE WITH TOP COVER REMOVED

Illustrated catalogue, prices and further description on request to

The Brandon Implement and Mfg. Co., Ltd., Brandon

Or the Manufacturers

The WILKINSON PLOUGH CO. LIMITED, Toronto, Canada

Mechanical Milking.

Mechanical skill is superseding muscular effort in the milking of cows. We read in an exchange that our sister colony Australia is taking up the milking machine in earnest. The power equipment of the milking shed displaces a good deal of labor, and with a pneumatic or mechanical milker, one man can attend to quite a number of cows. Hence the importance of this latest application of power to the work of the dairy farmer. That he appreciates the invention is shown by the way he is taking it up.

On its first introduction complaints were made or fears entertained about the effects of the machine on the animals. Some cows yield their milk more easily than others, and a pressure or suction sufficient for one part of the herd was calculated to injure the other part. But recent improvements, it is claimed, have removed any grounds for objection on this account, and otherwise promoted the efficiency of the machine. There are quite a number now on the market, differing only in detail, and they are growing in use from year to year. Hand milking is at best a tedious and uncertain enterprise. Frequently in the busiest season the dairyman finds himself short

of milkers, with little prospect of getting them in time to save him serious annoyance and loss. If the mechanical invention is to solve the milking problem, as there is every likelihood it will, this very important industry will be benefited as much as was grain growing by the substitution of the binder for the cradle.

The Gasoline Engine on the Dairy Farm.

A correspondent writes me that he wishes to install a gas engine for several different purposes on his farm, and would like to make one engine do for everything. He asks if I personally know of any farmer who has made a successful job of this sort of combination. Also how it is planned, etc.

I personally know of several such arrangements on farms, says J. H. Brown, in Gas Power. But I do not like some of the plans, and think that it is sometimes a mistake to try to make one gas engine do the work of two.

There is a dairy farmer near this city who has a small farm and farms it more on the intensive plan. He formerly had a large farm and had considerable help, but now he has sold off a portion and keeps but one man to help do the work. He also now

makes more money or profit than he used to with the large farm. This farmer has a large, fine farm house with all modern improvements. The gas engine has helped him out in this economical modernization of a farm home. In the cellar is a sixty-barrel steel tank that is filled with both water and air by means of a four-horse power gas engine. Water is ready every second of the day and night, the year round, and hose is provided so that a strong pressure may be secured at any point in the house, barn and other out buildings, and on the lawn. In fact, there is everything in and around this farm home that one can find about the finest homes in the cities. At first a small building of cement blocks was built about midway between the house and barn. In this was installed the gas engine, cream separator and pump. As a specialty was made of raising poultry on the farm, a bone mill was located where the same gas engine could run it whenever needed.

It was found later on that the gas engine was not in good location to run the feed cutter, grinder, corn sheller, etc., as it was too far from the barn. Here is a case where it would have been better to locate the small cement building nearer the house and utilize a smaller gas engine for the cream separator and pump. A

three horse power engine would answer for this work. For the heavier work at the barn an eight horse power, or even larger, gas engine would be more economical and satisfactory. If this engine was to be used to fill the silo I would prefer getting an engine of twelve to fifteen horse-power mounted on trucks.

A dairyman living north of the city came here to see me about selecting a gas engine and other machinery to install in his new dairy building on his farm. He is building a concrete structure that will include a convenient and commodious dairy room, a large ice house and power room, all built of concrete, even the roof, partitions and floors. In the dairy room will be a large cream separator of 800 to 1,000 pounds capacity per hour, a large force pump, aerator and cooler for the milk and cream, a pasteurizer, etc. He will even use the gas engine in this plant to help fill his ice house. The owner, T. V. Hicks, wishes to help him plan a farm electric plant for lighting all his buildings and the lawn and barn yard. The plan is to utilize the gas engine for all this work and make the same engine answer the purpose. This can easily be done in this case, and, as the dairy building is but thirty feet from the main barn, the feed grinder,

WHERE WISDOM IS FOOLISHNESS

There is an old adage, "A penny saved is a penny earned." It's a mighty good motto, too. That is, sometimes it is. But—

The wise motto becomes the purest nonsense when applied to the purchase of machinery which is used daily, and is expected to last. Take a

Cream Separator, for example: A farmer can save the penny, a farmer can save the dollar, in the first price paid.— But instead of **earning** the penny, he is **losing** it and a lot more besides, in the poor material, the poor results he buys.

**Common Quality Never Did
Bring High Quality Results**

Here's a plain line of talk that is advertising and common sense at the same time.

You, as a dealer, cannot

bring people back as purchasers if you once sell them poor goods, or in common vernacular, if you ever slip one over on them. And what is more, a poor machine once sold by you, advertises you to the country side as a dealer to be avoided.

Every word of this is true, isn't it? That's the common sense, and here's the advertising.

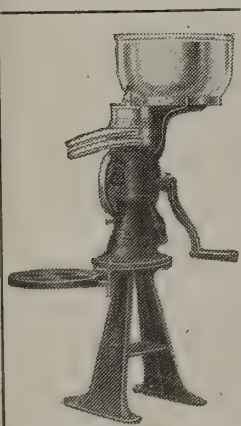
THE EMPIRE LINE

of Quality Cream Separators are the very top-notch in Quality; the biggest result bringers on the market. Every one you sell will advertise you as the dealer, and will never go back on you, or the purchaser.

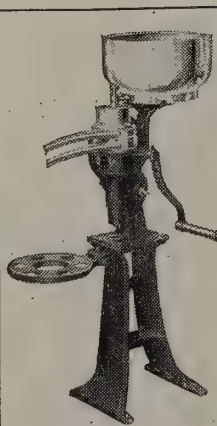
THE EMPIRE DEALER HAS THE RIGHT GOODS, AND MUST THEREFORE CONTROL THE SEPARATOR BUSINESS OF HIS LOCALITY.

If his interests you, let the hope of a good money-making business force you to write for further information to

The Empire Cream Separator Company of Canada, Limited
Frost & Wood Building, Winnipeg, Manitoba



Empire Cone



Empire Disc

OUR CATALOGUES FOR 1910-11

OF

HARNESS, CARRIAGES AND CUTTERS

Are now ready. If you have not received one let us hear from you.

Our Travellers are also on the road with a larger range of Harness, Collar and Horse Goods samples than ever before. A postal card will bring them to your door. Better look them over before placing your orders.

We show the largest and most up-to-date variety of horse goods and vehicles in Canada and at prices that will appeal to you.

Heney Carriage and Harness Co.,

LIMITED

MONTREAL, P.Q.

WINNIPEG, CAN.

fodder cutter and corn sheller could be run by the same engine.

I am of the opinion that, even in this case, it would be better to utilize two gas engines for all this work. A four to six h.p. engine would run the cream separator and pump, and also help charge the storage batteries at the same time. Then a fifteen h.p. mounted engine would be more satisfactory for all the barn work. There are times when it would be a good plan to run the gas engine during a portion of the evenings when many of the lights are turned on, but the storage batteries may be largely depended upon. Two engines are better generally for all kinds of work on a dairy farm.

Why Cream Separators Have Come to Stay.

Of the many important inventions of the past century, probably none has been of as much benefit to the farmer as the hand cream separator. It has not only enabled the cow owner to increase his revenue per cow, but has made it possible for thousands of farmers to become interested and money-making participants in the dairy industry.

In thousands of farm dairies the hand cream separator represents the difference between profit and loss. Where old style methods of hand skimming or water dilution separation did not return the farmer cost on his dairy products, the centrifugal hand cream separator has saved so much butterfat previously lost in the skim milk that the saving has become the farmer's profit.

Prior to the advent of the hand cream separator thousands of farmers had no market for their milk. They were too far removed from the cities to take advantage of those markets. Hand skimming of cream was too wasteful of valuable butterfat and hauling whole milk long distances to skimming stations and creameries was too laborious and expensive. More than this, any and all of these systems deprives the farmer of the fresh, warm, skim-milk for feeding calves and pigs and other farm animals.

FEEDING VALUE OF WARM SKIM-MILK.

The value of centrifugal hand separator skim-milk for feeding is difficult to estimate in dollars and cents, because its value depends on the manner in which it is fed. Prof. G. L. McKay, in a bulletin says:

"No invention of recent years has benefited the dairy farmer so much as the little hand separator. By its use a saving of at least twenty-five cents per hundred is made over the whole milk delivery or gravity skimming.

"Sweet, warm skim-milk is one of the most perfect foods known

for young animals. It brings out additional food value when fed intelligently with other feeds. When sweet it possesses high nutritive value, but when partially decayed and in a badly fermented condition it is useless."

The above should be sufficient to convince the thoughtful farmer that a centrifugal hand separator will pay for itself in the increased value of skim-milk alone.

WATER SEPARATOR WASTEFUL.

Some few farmers are still using the water separator or the water dilution method of separation. The facts will convince the farmer that such a method is undesirable if not altogether wasteful. For the following principal reasons the so-called "water" separator is unprofitable.

(1) The water dilution spoils the skim-milk for feeding.

(2) It gives large volume to handle and involves increased labor.

(3) Cream is always of poorer quality as most well water contains micro-organisms, which when added to the milk impair the keeping quality and flavor of the cream.

GRAVITY SEPARATION VS. CENTRIFUGAL SEPARATION.

The efficiency of separation of diluted and undiluted milk separated by gravity and by the centrifugal hand separator, is reported by the Wisconsin Experiment Station as follows:

In comparison, the water dilution system loses 77 times as much fat, the gravity system set at 60 degrees Fahrenheit 100 times as much, and the gravity system set at 40 degrees Fahrenheit, which requires ice, 29 times as much fat, as the centrifugal separator. The centrifugal hand cream separator will pay 50 per cent. interest on its cost as opposed to any other system.

OTHER ADVANTAGES OF CENTRIFUGAL CREAM SEPARATOR.

The centrifugal hand cream separator has many advantages over the shallow pan and deep setting methods of creaming milk. Some of these are:

(1) The loss of fat in the skim-milk is reduced to a minimum.

(2) It saves the cost of utensils and the space required for their accommodation.

(3) It gives better and more uniform quality of cream.

(4) The richness of cream can easily be regulated as desired.

(5) It saves labor in washing utensils and in handling ice for cooling.

(6) The skim-milk is in the best possible condition for feeding uses.

When taking your part in Life's great games, it is not sufficient to take a good kick-off with the advertising football. You must follow it up if any benefit is to accrue.

WHY NOT ASK FOR THE DE LAVAL AGENCY

If you are in the business of selling farm machinery and implements, you can't afford to be without the agency for the BEST cream separator, if possible for you to secure it.

Everybody to-day appreciates the big money and labor saving features of the farm separator. It is no longer a novelty but a generally used implement wherever milk cows are found. Furthermore, the cream separator is an especially good selling proposition for the reason that it is an all-the-year-round machine. It will earn money and save time and labor for the user every day he has milk to skim and that means every day in the year. Consequently, separators can be sold every day in the year, unlike practically every other farm implement which can be sold only in certain seasons.

Again, the cream separator provides an excellent means of bringing the dealer in closer touch with his customers and their families. The cream separator is of interest to the housewife and everyone about the farm. It is a modern necessity that increases the wealth and promotes the happiness of every cow owner and his entire family.

We want the best dealers and agents everywhere to sell DE LAVAL machines and the best dealers and agents cannot afford to sell any separator but the DE LAVAL. The DE LAVAL agency in any community is a recognized HALL-MARK of prestige and responsibility for the man or concern holding it. Manufacturers and jobbers and their travellers in other lines seek his patronage on that account.



Contracts for 1911 are now being made and agency applications will receive the careful attention of our travellers as early as possible following their receipt. Applications should in every case be addressed to

The De Laval Separator Co.
14-16 Princess St., Winnipeg

SALESMANSHIP AND ADVERTISING

EXTRACTS FROM AN ADDRESS BY HUGH CHALMERS BEFORE THE MICHIGAN RETAIL HARDWARE ASSOCIATION.

You have got to get the people inside of your store, then you have to sell them the goods you have stocked before you become a merchant. And this is the hardest part of being a merchant; in my own opinion about seven-eighths of the problem. Nearly anybody with a sufficient amount of capital can put up a store building and fill it with goods, but not everyone can sell the goods to keep the store going. For a great many people do not understand in the first place that salesmanship is simply influencing the human mind and in the second place they do not know how to influence the mind.

Salesmanship is simply influencing the minds of others. It is simply making the other fellow feel as you do about what you have to sell. You are trying to get the people who come into your store, or in a larger way all the people in your town to feel that they should buy your goods. You believe that they should buy from you. You are seeking to bring their minds into agreement with your mind. Now when you have brought them around to the point where they agree with you, then you have made a sale.

In the makeup of a successful salesman, I have always said that there were in my opinion ten qualities essential to success. If I were conducting a store I would endeavor to inculcate these qualities into any of my employees who did not seem to have them and to encourage them in those who already possessed them. These ten principal qualities are: Health, honesty, ability, initiative, knowledge of the business, tact, sincerity, industry, open-mindedness and enthusiasm.

It has been my experience that there are but three kinds of men in the world—first, the kind you have to tell once to do a thing and you can bet your life it will be done. The second is the kind you have to tell three or four times, and the third is that great business-producing, creative lot of men who don't have to be told at all. They have initiative. They know what to do and they go ahead and do it. Dewey had initiative when he cut the cable at Manila, because he was on the spot and knew better what to do than the men at Washington did.

I love to see enthusiasm. A man should be enthusiastic about that in which he is interested. I like to go to a ball game and hear a man "root" for the home team, and it never bothers me a bit, because I know that man has enthusiasm. He has interest. I would not give two cents for a man who works for money alone. The man who doesn't get some comfort and enthusiasm out of his

daily work is in a bad way. Some men are almost irresistible—you know that—it is because enthusiasm radiates from their expression, beams from their eyes and is evident in their actions. Enthusiasm is that thing which makes a man boil over for his business, for his family, or for anything his heart is in. So I say, enthusiasm is one of the great things a man can have.

I admire a sincere man and so do you. I hate a jollier. It is your friend who criticises you and your enemy who batters you. Your friend is sincere, wants you to improve, and tells you where you are wrong. But the man who tells you that you are the best fellow on earth when you are wrong, isn't your friend, because he is encouraging you to contin-

afford true merchants a great pleasure in their work. The man who conducts an up-to-date, progressive store renders a great service to his community, and those who serve most prosper most.

Yield Not to Temptation.

In this season, the Fall of the year, the temptation to cut prices is stronger than ever. Few dealers like to carry over a stock of vehicles until the Spring. This is right, for capital should be turned over as often as possible, but at the same time, it is not well to break the rule. If you once cut into the price, it will be to your detriment, for as the Venetian said of old "Twill be recorded for a precedent and many an error by the same example will rush into the trade."

When a dealer is tempted to cut prices by a customer in this

TO CUT, OR NOT TO CUT—

(With the necessary apologies to the Bard of Avon.)

To cut, or not to cut, that is the question.
Whether it is not better in the end
To let the chap who knows not the worth
Have the work at cut-throat price, or
To take up arms against his competition,
And, by opposing cut for cut, end it.
To cut—and by cutting put the other cutner
Out of business—'tis a consummation
Devoutly to be wish'd. To cut—to slash—
Perchance myself to get it in the neck—
Aye, there's the rub; for when one starts
To meet the other fellow's price, tis' like as not
He's up against it good and hard.
To cut and slash is not to end the confusion
And the many evils the trade is pestered with;
Nay, nay, Pauline; 'tis but the forerunner
Of debt and mortgage such a course portends.
'Tis well to get the price the work is worth
And not be bullied into doing it
For what So-and-So will do it for.
Price-cutting doth appear unseemly
And fit only for the man who knows not
What his work is worth, and who, ere long,
By very stress and making vain comparison
'Twixt bank account and liabilities,
Will make his exit from the business.

ue to do things that aren't right. Therefore accept criticism because it is your friend.

As regards industry, I think the man who coined that sentence "always on the job" did a good day's work, because industry is a great thing. Keep busy. Keep your clerks busy. Teach them to do their work right.

All advertising is teaching. You teach the readers by conveying ideas from your mind to their mind and if you teach them often enough and teach them right, you can bring them around to your way of thinking, which means that you have accomplished a sale and induced them to buy from you.

You have brought to the user something that he could not have made for himself; something that he could not have obtained except for you, or some other merchant like you. It is the realization of this service, which is not covered in the purchase price, that must

manner he need not say "Get thee behind me, etc.," for some customers are a little touchy, but he should remember that the vehicle season is longer than it used to be and there will be buyers as long as the snow keeps away, and there is no necessity to throw the profit away. One vehicle dealer never makes a concession to a vehicle buyer until October and even then only allows a discount which is equal to six months' interest on the selling price. In other words he allows the purchaser just the amount that it would cost him to carry it over the winter and keep it in good trim.

The woods are full of men who are trying to "co-operate" alone—and they aren't all in the woods either. Unless you are willing to mix in and to give and take the ideas of others you will miss lots of chances for advancement.

Progress in the Dominion.

The following statistics compiled by U. S. Consul General, A. G. Seyfert, of Owen Sound, indicate a wonderful growth.

The clearing houses of 14 leading cities of the Dominion for 1909 showed a total transaction of over 5 billion dollars. The banks have a total paid-up capital of 100 millions, a reserve fund of nearly 80 millions, notes in circulation 82 millions, deposits aggregating nearly 900 millions, and assets of over 1 billion. In less than 15 years the exports of wheat from Canada to the British Empire have grown from 9 million bushels to 46 millions, and the exports to other countries in the same time from 9 to 50 million bushels.

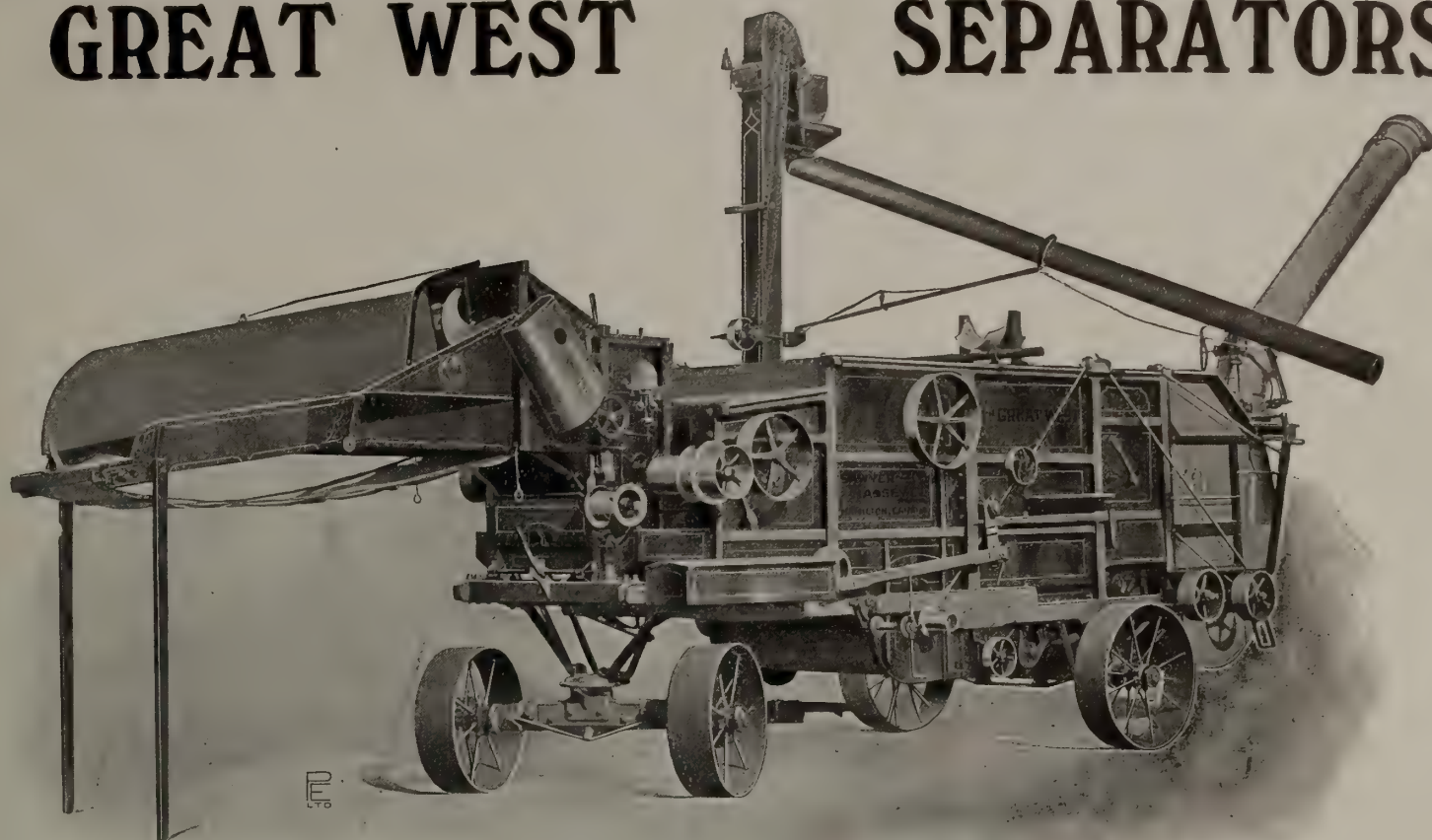
The total agricultural development for the year 1909 was 30,000,000 acres of land, yielding crops valued at 532 millions of dollars. This was an increase of over 100 million dollars over the previous year. During 1909 Canada imported goods to the value of 300 million dollars, two-thirds of which came from the United States. The exports reached 244 millions, of which Great Britain took 127 millions and the United States 85 millions.

During 1909 the number of declared settlers who arrived in Canada was 152,071. Of this number 72,349 came from the United States, 47,580 from the United Kingdom, and the rest from other countries.

Ancient Chinese Taxicab.

"There is nothing new under the sun." So says the old proverb and "Harper's Weekly" has given us another illustration of this truth. This journal states that the taxicab is in nowise an innovation, nor, with the exception of the method of locomotion, are any of the principles for which it was built or the purposes it serves in any way new. As authority for this statement Professor Giles of Cambridge claims to have discovered in the dynastic histories of the Chinese Empire the full specifications for a taxicab which dates back to 265 A. D. Professor Hopkinson has produced a model of the "taxi" from the description of the vehicle given in the history. Prof. Giles refers to it as the "measure-mile drum carriage" and says: "It was drawn by four horses and in the middle of it was the figure of a man holding a drum stick toward a drum. Upon the completion of every 'li' (the Chinese mile) the man would strike a blow upon the drum." He says that other records covering the period from 815 to 987 in the Chinese Empire discuss further appearances of a similar vehicle.

GREAT WEST SEPARATORS



Built in six sizes : 25 x 42, 29 x 50, 32 x 56, 36 x 56, 36 x 60, 40 x 64

Crop results, so far, have been an agreeable surprise to everyone interested in them and considerable credit for this is due to the splendid work done by the many "Great West" Separators now in the hands of both old and new purchasers. The demand has been, and still is, a heavy one, yet we are willing and fully able to take care of any demands which may be made upon us for immediate shipment of any of the above-named sizes.

It will please us if afforded an opportunity of figuring on your requirements.



LITTLE ECLIPSE SEPARATOR. 30 in. Cylinder, 36 in. body

Above is a cut of the machine required by individual farmers and small syndicates in the outlying districts, where the larger threshing outfits do not care to work until the bigger threshing jobs are all taken care of. This threshes, in first-class style, from 500 to 700 bushels per day, according to the power used. It can be operated by Sweep or Tread Powers, which are illustrated in our Catalogs.

This Separator is also suitable for use with small Gasoline Engines ; we furnish it equipped with Bagger or Single Leg Elevator. In flax threshing it is unsurpassed. It is the best small thresher on the market. We have the goods in stock, and can make immediate shipment. Write for particulars.

Sawyer-Massey Co. Limited

The Largest Engine and Thresher Manufactory in Canada.

HAMILTON

WINNIPEG

WINNIPEG, AMERICA'S GREATEST WHEAT MARKET. OVER 50 PER CENT. INCREASE IN RECEIPTS OVER LAST YEAR.

The importance of Winnipeg as a grain market is not fully realized by Canadians generally; and the following statement showing the actual receipts of wheat at Winnipeg as compared with the actual receipts at the principal grain markets in the United States will prove interesting, and should be given wide publicity.

It is to be noted that the figures for Winnipeg are taken from the Dominion Government Grain Inspectors' records filed daily with the Winnipeg Board of Trade under Dominion law, and are an exhibit of Western Canadian wheat actually received in the railroad yards in Winnipeg, and these statistics do not include grain shipped from Southern Manitoba direct to Duluth via the Great Northern Railway Company's lines, nor do they include local deliveries, nor grain inspected at Calgary, a percentage of which does actually pass through Winnipeg yards.

It will be seen from the statements prepared by the Winnipeg Board of Trade, that Winnipeg, by a good margin, is the greatest actual wheat market on the North American continent. During some years past it has been common with Western Canadians to predict that "some day" Winnipeg receipts would reach those of Minneapolis, which city for many years has been by a very large surplus the largest wheat receiving centre in the United States. The fact that the receipts at Minneapolis fell off as compared with the previous year, while those at Winnipeg increased by over 50 per cent., is most significant of what will follow in the near future when more than

WHEAT RECEIPTS OF AMERICA'S FOURTEEN GREATEST MARKETS.

	Bushels.
Winnipeg	88,269,330
Minneapolis	81,111,410
Buffalo	61,084,797
Duluth	56,084,971
Kansas City	35,354,000
Montreal	30,081,779
Chicago	26,985,112
New York	23,304,300
St. Louis	21,432,317
Philadelphia	10,331,854
Omaha	9,979,200
Milwaukee	8,871,026
Baltimore	5,821,809
Cleveland	4,874,871

a mere fraction of Western Canada's lands are settled on and cultivated.

The Official Figures.—The United States and Montreal wheat receipts given in this statement are taken from the annual report of the Minneapolis Chamber of Commerce, and compiled from returns secured by that chamber from the boards of trade or grain dealing associations at the points quoted. The figures from the United States points (and Montreal) are for the calendar year ending 31st December last, while the Winnipeg figures are for the crop year ending 31st August, 1910. It is particularly interesting to compare the receipts of wheat at Winnipeg with those at places like Chicago, Milwaukee, Kansas City, and other old time grain centres. The receipts at Buffalo are not receipts that make a large market, and indeed the receipts shown for Buffalo include a very large quantity of Manitoba grain handled on the Winnipeg Grain Exchange and merely shipped through Buffalo

in the ordinary course of transportation.

Outside of Chicago, which is by a long lead the greatest oat receiving market in America, Winnipeg leads the list of American markets. Winnipeg's actual oat receipts during the year past totalled 30,833,900 bushels, followed by New York, 23,717,562 bushels; St. Louis, 18,582,670 bushels; Minneapolis, 14,059,230 bushels; Omaha, 10,324,800 bushels; Kansas City, 6,349,500 bushels; Duluth, 5,117,437 bushels.

I. H. C. Service Bureau.

Whosoever wants to know may ask and receive the freshest and most accurate information through the I. H. C. Service Bureau, recently established by the International Harvester Company of America.

Not only is the bureau designed to assist the farmer in a solution of his many and varied problems, by answering directly questions regarding soils, fertilizers, rotation of crops, climatic conditions, irrigation, etc., but the aim is to give assistance to students of agriculture, to the agricultural, trade, and general press, and to carry on a wide and popular campaign of education.

To do this experts have been engaged—men who have made a study of agriculture, fruit raising, dairying, animal husbandry, etc. They will co-operate with the United States Department of Agriculture, the Government Experiment Stations, and the agricultural colleges, and in addition will devote time to study and research along independent lines, thus making the bureau a

center for the latest and most scientific information on any subject that directly or indirectly relates to agriculture.

J. E. Waggoner, M. E. A. E., Professor of Agricultural Engineering in the Mississippi Agricultural and Mechanical College, has been appointed to the I. H. C. Service Bureau. The position is that of agricultural advisor to farmers, dairymen, fruit growers, and stockmen.

Professor Waggoner is a graduate of Iowa State College of Agriculture and Mechanic Arts. The course at the Ames school is the only one in the United States which confers the degree of Bachelor of Science in Agricultural Engineering, and Professor Waggoner enjoys the distinction of having been the first to receive this degree.

News and agriculture data will be furnished the press and special articles will be prepared upon request of editors. Photographs of machines and agricultural products may be had for the asking. In short, editors, teachers, farmers, and others will find the bureau ready and willing to answer any and all questions promptly and without charge.

Schools and agricultural colleges will be loaned lantern slides, as heretofore; but this service has been greatly enlarged and made more complete.

Illustrated lectures, presented by interesting lecturers, on subjects of general agricultural interest, are now being offered state and county fairs, land shows, farmers' institutes, teachers' institutes, Granges, Chautauques, etc.

The only cheap thing about these lectures is the price. They are free. Beautiful colored slides and moving pictures have been made specially for the lecturers, and no expense has been spared to make them as complete and



The "BT" Stanchion.

Wait for the "BT" Man

During the next few months our travellers will canvas the West, appointing Agents for the coming year. If you are open to take hold of a good side line, here is a chance to increase your profits considerably.

The "BT" Line includes:

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STANCHIONS
RACK CLAMPS

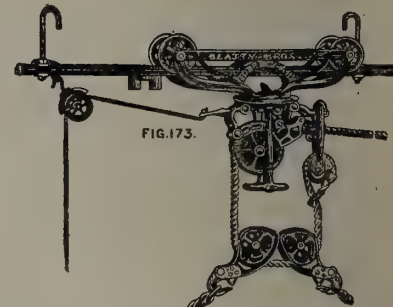
STEEL STALLS
HAY TOOLS
SLINGS, etc.

It is a clean line. You have no second-hand stuff to dicker with and the profits are large.

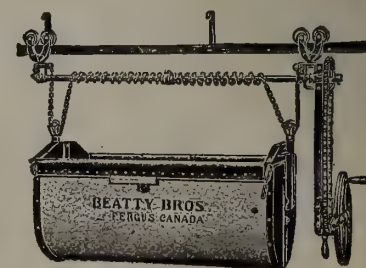
BEATTY BROS., BRANDON, Man.

Head Office and Factory: FERGUS, Ont.

Write to-day for our new Catalogue and secure the exclusive Agency for your district



The "BT" Sling Car



The "BT" Litter Carrier

entertaining as those for which a fee is charged.

The world is interested in agriculture as never before, for the reason that feeding the population is the paramount issue of the age. The struggle for enough to eat had no relief until the invention of the McCormick reaper in 1831. From that time dates all modern progress—the railroads, the telephone, the large cities, the comforts and luxuries of life.

In the seventy-odd years that the world has had the reaper the world's population has doubled several times. These two factors have increased the number of farms and the number of acres farmed. And these have raised agriculture to a science, which, in turn, has made the farmer prosperous, and he has brought prosperity to all the people.

To further increase this prosperity is the idea the International Harvester Company of America had in mind when it established the I. H. C. Service Bureau. It wants to see more acres under cultivation and more bushels per acre raised. This can be done only through education, experimentation, and scientific analysis and research.

In contributing this service to the cause of agriculture the International Harvester Company of America hopes to pay a small part of the long over-due debt

every man owes to the inventor of the reaper, who was the real founder of the farm machine industry—the father of modern progress.

Regina.

D. J. Taylor, western manager of the Goold, Shapley & Muir Co., was a visitor in Regina for a few days during the fair.

O. A. Borgen, implement dealer of Drinkwater, was a visitor at Regina Exhibition.

H. H. Kohlman, local manager of the Jno. Deere Plow Co., is spending a few days in Winnipeg on business.

Mr. Whitehead, manager of the Brantford Carriage Co., Brantford, Ont., was a visitor to Regina for a few days last week. Mr. Whitehead expressed himself as greatly surprised at the rapid advancement of Regina and western trade generally.

W. E. Hall, of the Cockshutt Plow Co., Calgary, passed through the city last night en route for Winnipeg.

E. A. Mott, western manager of the Cockshutt Plow Co. and J. E. Ruby, general manager of Frost & Wood Co., Smith's Falls, were visitors at Regina Exhibition for a few days.

G. W. Mixter, mechanical superintendent, Mr. Funk of Deere & Co., and Mr. Lowrie, manager of the Deere & Mansur Co., of

Moline, Ill., were visitors to the local John Deere branch this week.

Mr. Whitcomb, superintendent of the Frost & Wood factory, Smith's Falls, Ont., was a visitor to Saskatchewan for two weeks during the past month. Mr. Whitcomb visited all the cities and larger towns and was greatly impressed by the rapid advancement in this section of the West.

W. J. Souply, implement dealer of Aylesbury was a visitor at Regina for a few days during the exhibition.

Contrasting Legislation.

It is rather curious that while there is a strong agitation in the press of the United States for a restriction of cold storage, the Canadian Government actually offers a subsidy for the erection of a cold storage plant under certain conditions.

In 1907 the Canadian Department of Agriculture issued a bulletin relating to the cold storage act in which it says:

"There is no country in the world to which cold storage is of more importance than it is to Canada. The large and growing production of perishable food products, and the long distance from market, not only for export trade but for internal trade as well, makes the employment of artificial

means a necessity for prolonging the life of a large quantity of produce, if it is to reach the consumer in prime condition.

"In these days of progress and strong competition from the ends of the earth the standards of quality are constantly being raised, and the facilities which were adequate a few years ago are no longer sufficient to meet the present needs of the situation.

"The prairie provinces of Canada will soon have a large population which will have to be supplied with fruit from other provinces or from the United States. Proper cold storage facilities will assist Ontario and British Columbia fruit growers to compete with others in supplying this great market."

The bulletin also dwells on the high importance of cold storage in developing the butter, cheese and poultry industries.

The New York Produce Review is of opinion that subsidies on cold storage are not needed in that country, but that what is wanted is an "intelligent understanding of the true function of cold storage in the distribution of our enormous productions of perishable foods, and we are in serious danger of being crippled by hasty and ill-considered legislation aimed in ignorance at imaginary evils and likely to strike some of our greatest industries in a vital spot."



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Wagon Tanks

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Pumps and Hose

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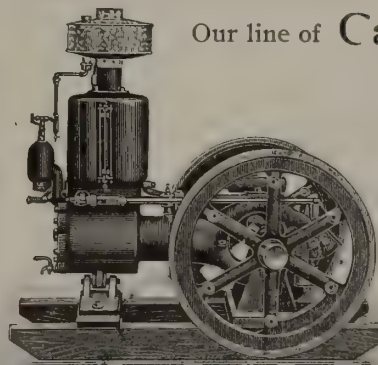
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Portable and Stationary Gasoline Engines

are the acme of simplicity, and furnish the maximum of power at the minimum of cost. Just what your customers want for Threshing, Plowing, Grinding, Sawing and Pumping.



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Get our Catalogues, Prices and Contract.

Ontario Wind Engine & Pump Co. Ltd. WINNIPEG, Toronto, Calgary

WE PROVED THEM



The 15-HP IHC Tractor delivered
The 20-HP IHC Tractor delivered
The 45-HP IHC Tractor delivered

We entered the tractor contest at Winnipeg not to show off our engines, nor for advertising purposes, but to prove in an open contest that:

1. IHC Gasoline tractors deliver a greater per cent of the engine's power at the draw-bar than any other tractor.
2. IHC Gasoline tractors consume less fuel for work accomplished than any other tractor.

The official data which follows shows conclusively that no one can dispute our right to leadership.

The determination of these two facts is of interest alike to dealer and to farmer. It shows the dealer in which direction the engine demand will lie, and it shows the farmer exactly where he can get the most power for his money.

The success of the IHC tractors this year is but a repetition of the phenomenal achievements in 1909, when they came off victors in three great world-wide contests.

75.8% Power at Draw-Bar

Last year we made this statement: "International gasoline tractors deliver a greater per cent of the engine's rated horse power at the draw-bar than any other tractor on the market."

We realize that this is the most important claim that could be made for any tractor. If you are purchasing a tractor, that is the first thing you want to know—because the amount of power at the draw-bar determines the tractor's efficiency. What would be the value of a tractor that had a brake horse power of 50, and yet could only deliver 10-horse power at the draw-bar? Not any more than the value of a 15-horse power tractor which could deliver 10-horse power at the draw-bar. In fact, the

15-horse power tractor would be a better buy than the 50-horse power, because it would be cheaper in original cost and fuel consumption, and yet it could do the same amount of work



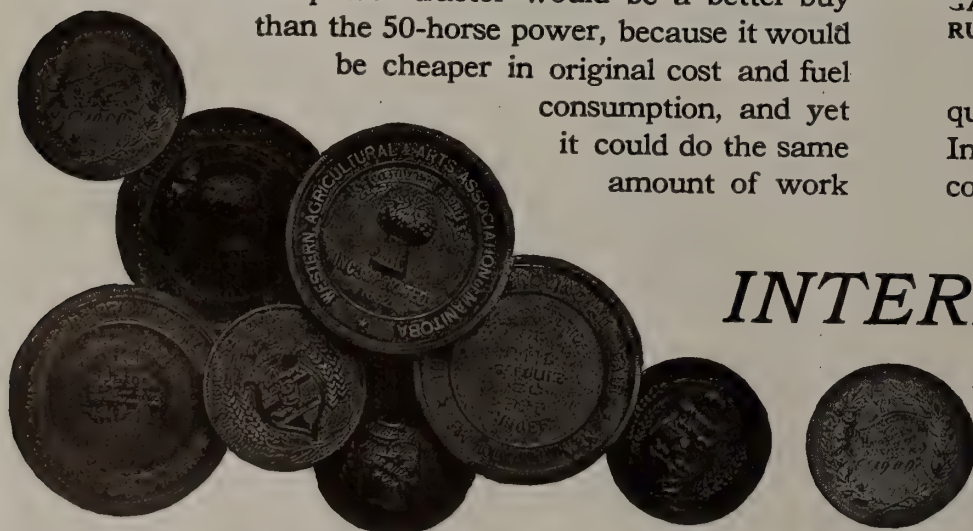
with the plows or on the road. When you buy a tractor, you pay on the basis of horse power, and you certainly want as much as possible of this horse power delivered at the point where it takes the place of horses; that is, at the draw-bar. At Winnipeg we proved our claim that International tractors excel all others in this particular. You can be absolutely certain that every tractor which stood any chance to win was entered. Here are the official figures:

15-HP IHC tractor delivered 75 % of its brake HP at the draw-bar
20-HP IHC tractor delivered 71.1 % of its brake HP at the draw-bar
45-HP IHC tractor delivered 75.8 % of its brake HP at the draw-bar

What power did the other tractors deliver?

AVERY CO.	12-HP 62.5 % of its brake HP at draw-bar
AVERY CO.	25-HP (Withdrawn)
GOOLD, SHAPLEY & MUIR CO.	20-HP 44.7 % of its brake HP at draw-bar
BIRRELL MOTOR PLOW CO.	22-HP (Test not completed)
GAS TRACTOR CO.	25-HP 69.8 % of its brake HP at draw-bar
GOOLD, SHAPLEY & MUIR CO.	30-HP 52.9 % of its brake HP at draw-bar
KINNARD, HAINES CO.	40-HP (Withdrawn)
JAS TRACTOR CO.	20-HP 51.1 % of its brake HP at draw-bar
RUMELY CO., (KEROSENE)	25-HP 56.5 % of its brake HP at draw-bar

These are the judges' official figures—they cannot be questioned. They prove conclusively to the world that International tractors are more practical in design, better constructed, more nearly the ideal farm tractor than any



INTERNATIONAL HARVESTER

(INCORPORATED)

CHICAGO

S AT WINNIPEG

% of its brake H P at the draw bar
 1 % of its brake H P at the draw bar
 3 % of its brake H P at the draw bar



This contest developed other points wherein I H C tractors excelled all others, but the two most important—the per cent of horse power at the draw-bar and the amount of fuel used—are the ones we want you to remember. These two points solve the traction engine question for any prospective purchaser. They are by far the two most important points which he has to consider, and the fact that International tractors have come out of contests covering both points with flying colors is a selling argument which the wide-awake dealer will not fail to grasp.

You are going to handle tractors sooner or later. Tractors have taken the trade by storm, and the capacity of the International tractor plants will be taxed to the utmost during the coming year.

Secure your contract now to handle I H C tractors. A part of our advertising campaign includes the heralding of this Winnipeg victory far and wide throughout the land, and farmers are going to ask for International tractors.

A delay on your part may prove costly. Write the nearest general agent at once or see the blockman.

Record Breaking Fuel Economy

As a tractor purchaser, there is another point to consider; that is the fuel consumption. The ideal tractor will not only deliver the largest per cent of power at the draw-bar, but will consume the minimum amount of fuel per horse power. That's just what International tractors did at Winnipeg, and here are the figures:

The IHC 45-HP used 2.11 gallons in plowing one acre
 The IHC 20-HP used 2.19 gallons in plowing one acre

Note the amount of fuel used by other tractors:

ERY CO. - - - - -	25-HP (Withdrawn)
OLD, SHAPLEY & MUIR CO., -	20-HP used 3.28 gallons per acre
ERY CO. - - - - -	12-HP used 3.37 gallons per acre
RELL MOTOR PLOW CO. - -	22-HP used 4.86 gallons per acre
S TRACTOR CO. - - - - -	25-HP used 2.42 gallons per acre
OLD, SHAPLEY & MUIR CO. -	30-HP used 3.89 gallons per acre
S TRACTOR CO. - - - - -	20HP used 2.20 gallons per acre
MELY CO., (KEROSENE) - -	25-HP used 3.49 gallons per acre

COMPANY OF AMERICA

U S A



The Harvest.

This is the time of year when the implement man is seriously thinking of the harvest of collections. It is probable that collections will be more satisfactory this fall than was anticipated a few months ago, for in many cases the crops are yielding better than was expected. But there are some men who would dodge their rightful debts if the crop went 140 bushels to the acre. Of course, there are many farmers who will "pay up and look pleasant" in view of the satisfactory prices this harvest, but at the same time there are some who will neither pay up nor look pleasant. Among the latter are not a few who take it as a personal affront if their account is mentioned or they are reminded that their notes are overdue. But whether the farmer wears a smile or not he ought to be made to understand that it is absolutely necessary for him to pay his implement debts. All debts should be attended to and overdue paper realized upon.

Take a look at those old accounts of yours, and see that you spare no effort to realize to the fullest on every one. Take up a pencil and make a list of the balances due; when you total them up you will be surprised. Never thought you had so much money out, did you? Think of what this money would mean to you if you could use it to take advantage of discounts. Can you afford to let someone else reap the benefit of your capital? Then think of the improvements you could make to your store, or the new stock you could put in if you had collected that money when it was due. See how you are losing money by being lax in your collections. Many of your customers could pay but are holding their produce for a higher price or keeping the money in the Bank for the sake of the interest thus derived. It is not right that you should have to wait for your money longer than your paper calls for and you will find that if you show that you are determined to collect all the outstanding debts whether open accounts or past due paper, it will not be so difficult to keep your bad payers up to the mark hereafter.

So go after your collections vigorously. You may not be in absolute need of the money but at the same time you ought not to let your business want the money that is benefitting someone else. Take up your sheet again, and carefully scrutinize it. Don't you see that there are several accounts that are long overdue, which have passed your notice, and also some accounts which could, with a little persuasion on your part, be converted into cold cash. There are

some accounts that will be difficult to collect, but those are the ones which need collecting the most. The man who repeatedly refuses to settle his accounts deserves no consideration, since he gives none. Such accounts should be placed in the hands of those who make a business of collecting accounts of that description. Such men will often be able to collect an old account without much trouble, and it is worth the commission paid to have your customer understand that you mean to do business on a proper basis.

There are, of course, cases where an extension of time ought to be granted, but they are very few. Take the case of a man who has had a season of hard luck; a hailed crop or misfortunes with his stock. Such a man should not be pressed. We have all had spells of hard luck and some of us know what it means to see the result of a year's work wiped out in a single day, and our own misfortunes should make us considerate of others. Besides, it is better from a business point of view. A man who is allowed a chance to retrieve the bad luck of a previous year will usually not forget the consideration with which he was treated, and when in after years he becomes prosperous will remember the favor rendered him, and the dealer will gain a good customer.

So start on your harvest and reap in the cash from those bad debts. A man who is afraid to ask for what is his right will never be much of a success and his string of bad debts will become longer and longer. Blend diplomacy with determination and you cannot fail to reap a good harvest.

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

Established in 1904 and Published Monthly by
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F. D. BLAKELY, Manager
Telephone Main 518

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Change of Advertising Copy should reach this office not later than the
25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE

Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Assn.

Entered in Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, SEPTEMBER, 1910

Progress of Association Work.

After an absence of several months, James Foster, organizer for the Interprovincial Retail Implement Dealers' Association, returned to this city for a short visit. Mr. Foster has covered a very large portion of Saskatchewan and Alberta on his itinerary and reports good success among the implement men. He has been able to add over 170 new names to the roll of the Association, and is deserving of high praise for the perseverance and tenacity with which he has followed up the good work in spite of the fact that his health is not of the best. The Association is indeed fortunate to secure the services of a man of this calibre, who can get enthusiastic over a job which is, in truth, uphill work all the time.

The numerical strength of the Association is now sufficient to enable them to accomplish a great deal for the good of the trade. Every member who knows of something which will benefit the association or the trade as a whole by the concerted action of its members should lose no time in making it known. It is only by united effort that the Association can be of use, and we urge those who have anything of importance to communicate to write at once to the president, J. Crawford, Neepawa, or one of the directors, whose names follow: J. Winram, Pilot Mound; W. Williams, Gladstone; J. P. McKibbin, Cartwright; H. E. Hamilton, Sidney; L. E. Yingst, Weyburn; Chris Johnson, Baldur; D. Shirriff, Brandon. A large number of members have taken advantage

of the low fire insurance rates offered them in connection with the Association, and many others have signified their intention of coming in when their present policies expire. This actual saving of money is a real and tangible benefit which membership in the Association confers, and the executive are anxious to see every member take advantage of it.

Verify Your Freight Bills

There are very few dealers who omit to verify the quantity of goods listed on their freight bills; or the charges made by the manufacturer for those goods, but how many verify the charges made by the railroad company for transportation?

There is just the same reason, however, for the dealer to see that his freight charges are correct as there is for him to see that the manufacturer's charges are right. The manufacturer quotes a certain price for a particular article and the dealer expects to pay that price, and no more. The railroad company agree to transport those goods under various classifications at a certain fixed price set forth in their schedules. From the manufacturer the dealer is buying merchandise and he sees that he is getting it at the price agreed upon. From the railroad company he is buying transportation, and he should see that he is not paying more than he ought.

Every dealer checks his invoice to see that his manufacturer is charging him the correct rate and to see that the auditing is right. It is just as necessary to check the railroad freight bills to be sure that you have not been charged on a higher classification. The railroad clerk is quite as liable to make a mistake in his arithmetic or classification as is the manufacturer's invoice clerk.

If a consignee checks his freight bill he can have all errors rectified but if he leaves it to the railroad company the only errors that he is likely to hear about are the undercharges and errors of addition which mean a lower charge than the schedule, and whose correction means a gain for the company. When a railroad clerk discovers an undercharge it is not long before the consignee receives a demand for the balance. Of course the company are so busy attending to undercharges that overcharges do not usually get the same prompt attention and may not be discovered at all.

So it is plain that if the dealer wants to get the utmost profit from his shipment of goods, it is necessary for him to see that the transportation company do not claim more than their due, and to do this all charges for transportation should be checked and the correct classification of the goods verified.

The Value of an Idea.

Have you an idea? Something that will improve one of the machines in your stock, which will make it perform its function in a quicker or better manner. If so send it along to the manufacturer. Ideas are worth money nowadays and a good idea is worth giving voice to. You can never tell the value of your idea. It may be worth nothing, yet it may be like the bud of an acorn, which may become a forest of mighty oaks. It may turn the thoughts of clever men into new channels and from that one little idea of yours may come newer and better methods of agriculture. Never be afraid of being ridiculed, for if your idea is in the least feasible it will be judged by men who know, who can tell whether it is worth much or little. If you have an idea that will improve modern methods of selling or an idea that will improve our paper, send it along. We want to become more closely identified with you and your interests, and we want to make this paper of use to you. Lubricate your thinking mechanism and when you have an idea, write it down and send it along.

Power of the Lever.

Archimedes was born in 287 B.C. in the Greek colony of Syracuse, and devoted his life entirely to science. Modern mathematics is founded in many of its branches on his discoveries of measurement methods as applied to curved surfaces, solids, etc. The theory of mechanics, hydrostatics and general physics also engaged his attention, and he is credited with having said: "Give me a lever and a fulcrum and I will move the earth." Of course he was speaking metaphorically but the proof of his remark has been demonstrated time and again. Napoleon with his military genius as the lever and his great army as fulcrum moved the whole of civilization. Nelson, with his great naval ability and his well disciplined fleet changed the course of history. And so the tale could be carried on "Give me a lever and a fulcrum and I will move the earth."

Even in the lesser walks of life this little sentence holds good. Every man of business to-day has his lever and fulcrum. The implement dealer may not be able to move the earth, but he can stir up his little community. The lever of business ability laid on the fulcrum of a sound business will raise up the commercial standing of the circle it exists in. If the lever is poor and the fulcrum good, the excellence of the fulcrum will not prevent the lever from breaking under the strain. If your business is a good one, it will not bring you success if your lever—your business ability, is

poor. See, then, that both lever and fulcrum are sound; see that nothing is omitted which is likely to strengthen them and then, when you are sure that they are both sound—lift—and though you may not be able to lift the earth higher by your own strength at least you will do a little towards it, and every little helps.

New Statistical Maps.

We acknowledge receipt of a beautifully lithographed map showing the elevators in the provinces of Manitoba, Saskatchewan and Alberta. This emanates from the Department of the Interior, under the direction of Hon. Frank Oliver, Minister, and W. W. Cory, deputy minister. Four colors are utilized to distinguish the four principal railroads, and towns on them take the same color. Elevator capacity at each point is shown both on the map and in a full index. The map is printed on a fine, heavy paper and is 37" x 25". A new cereal map will shortly be issued by the Department showing in separate colors the acreage of each variety of grain in each township of the three prairie provinces for 1909, also the elevator capacity at each railway station. This will be followed by a similar cereal map for 1910 as soon as complete information is available.

Copies can be had without charge about September 15th, upon application to R. E. Young, Chief Geographer and Superintendent of Railway Lands, Department of the Interior, Ottawa.

First Annual Meeting of the Brandon Implement & Mfg. Co.

The Brandon Implement & Mfg. Co., of Brandon, held their first annual meeting Aug. 29. Hon. G. R. Coldwell was elected chairman. The financial report was considered as being very satisfactory, showing as it did a substantial profit on the 6 months' trading of the new company. All officers of the company were re-elected.

E. G. Ffolks, of Toronto, president of the Wilkinson Plough Co., was present as a director, representing the interests with which he is connected.

As noted some time ago in this journal the Brandon Implement & Mfg. Co. is an amalgamation of the Stewart Nelson Co., of Winnipeg and the Brandon Mfg. Co., of Brandon. After the combination was effected the style was changed to The Brandon Implement & Mfg. Co., P. W. L. Briar, manager of the Stewart Nelson Co., being appointed managing director of the new company. The stockholders in reappointing Mr. Briar for the ensuing year, congratulated him on

his efficient and energetic services, as demonstrated by the financial statement.

Sawyer-Massey Co. make Additions.

Our correspondent in Ontario advises us that the Sawyer-Massey Co., of Hamilton, Canada, are making very extensive additions to their already large establishment in the way of added buildings and machinery. They are alive to the growing needs of the Western Provinces and are likewise preparing to house themselves at the principal centres of distribution for the convenience of their agents and customers.

Sawyer-Massey Co., makers of the Sawyer-Massey Engines and "Great-West" Separators, are, we believe, the largest manufacturers of engines and threshers in the Dominion.

The Dissatisfied Clerk

Walt Mason

Young Alexander Jimpson Jopp was working in a hardware shop, and as he wrapped up iron rails, and anvils, bolts and keys and nails, and knives and screws and pigs of lead, he often to his fellows said: "This labor makes me tired, by jings! For I was built for higher things. I'm fitted to adorn the bench instead of selling monkey-wrench, and spade and hoe and tailor's geese, and evil-smelling axle grease." He loathed the work he had to do, and cursed it till the air was blue. Young Richard Henry James Kerflopp was also working in that shop; he carried anvils all the day, and as he toiled he used to say: "There may be better jobs than this, imparting more of ease and bliss, but I will do my best, and strive, to show the boss that I'm alive; I may be built for higher spheres, but I won't wet the shop with tears. If those blamed spheres are hunting me, they'll find me busy as a bee." Young Alexander Jimpson Jopp still sweats around that hardware shop, and carries anchors to and fro, and draws a paltry bunch of dough, while Richard Henry sits in state, wears hard-boiled shirts and pays the freight.

In sending goods you should always remember that the customer may know nothing about them at the outset and patience should be exercised in going over what may seem to you like unimportant details.

What would your local papers be without the advertisements? What would they be if all the advertisements were of the class you sometimes see in them? You owe it to the papers you use to send them good copy.

Personals

The Cupar Implement Co. have started business at Cupar, Sask.

F. A. Fleming has started an implement business at Seven Persons, Alta.

A. L. Mitchell, implement dealer at Taber, Alta., has discontinued.

H. F. Mybra has commenced an implement business at Aylesbury, Sask.

C. G. Reed's implement agency at Okotoks, Alta., has been taken over by J. J. Orton.

John A. Bradley has gone out of the implement business at Burdette, Alta.

G. R. Hande, implement dealer and blacksmith at Bow Island, Alta., has sold to one Locke.

Bride & Heivner, implement dealers at Unity, Sask., have sold to Hamilton Bros.

Saunders & Arlidge are commencing an implement business at Belle City, Sask.

Elmer A. Olson, implement dealer at Kipp, Alta., is reported out of business.

C. S. Noble has started business at Noble, Alta., in hardware, furniture and implements.

R. W. James has succeeded to the business carried on at Tilston, Man., by John Baldwin, butcher and implement dealer.

P. Carruthers, implement dealer at Grassy Lake, has admitted Mr. Scott as a partner; style, Scott & Carruthers.

Harrison & Allen, implement dealers and blacksmiths at Barons, Alta., have been succeeded by Allen & Isaac.

W. J. Berry, assistant manager of the Canadian Moline Plow Co., has just returned from a visit of a few days to the Minnesota State Fair.

T. Storey, manager of the Canada Carriage Co., Brockville, Ont., spent a day or two in the city while en route to the West Coast.

S. S. Bean, manager of the American Seeding Machine Co., has just returned from a Western trip to Regina, Calgary, Edmonton and Saskatoon.

O. F. Berkey, manager of the Canadian Moline Plow Co., is spending a couple of weeks on vacation at Farmington, Minn. While south he will take in the Minnesota State Fair.

J. Huber, formerly with the Paris Plow Co., with headquarters at Paris, Ont., has gone on the road in Western Canada for the J. B. Armstrong Mfg. Co., of Guelph, Ont.

E. G. Ffolks, president of the Wilkinson Plow Co., of Toronto, recently spent a few days in the city visiting the different jobbing concerns here in the interests of his company. Mr. Ffolks

reports business as being good, and the different factories with which he is connected are running at full capacity.

A member of the firm of Heinke & Co., of Springfield, Ill., manufacturers of self-feeders for threshers, was recently in Winnipeg looking over this territory with a view to future business.

B. Baker, manager of the Rumely Co., with headquarters at Regina, has just returned from spending a week at the home office of the company at La Porte, Ind.

D. Drehmer, assistant manager of the John Deere Plow Co., spent a day or two at the Minneapolis State Fair renewing old acquaintances and having a good time.

D. Thronson, assistant trade manager of the Rock Island Plow Co., Rock Island, Ill., spent a few days in Winnipeg with the John Stevens Co., who handle the former company's line in Western Canada.

In our June issue we inadvertently reported that R. P. Moore, implement dealer at Fort Saskatchewan, had sold out. We are glad to say that Mr. Moore is still doing business at the old stand.

A company has been incorporated under the name of The National Grain Stooker Co., Ltd., which will acquire the Canadian patent and rights of the Homan Automatic Shocker. Head offices

of the Company will be in Winnipeg.

The American Seeding Machine Co. have removed from their former location at 310 Ross Ave. to the first floor of the McRae building, King and James Sts. They will occupy the whole floor for their offices and showroom and will thus have far better facilities than before for their increasing business.

Wm. Jamieson, who has control of the Mount Forest Co. line of vehicles in the West, gave us a call on his return from an extended trip through Eastern Canada and the U.S. He reported spending an enjoyable time in which business and pleasure were combined. Mrs. and Miss Jamieson accompanied him on the return trip. Mr. Jamieson is confident of a good business season in 1911.

H. Gracey, formerly with the Dominion Carriage Co., and more recently with the Canadian Moline Plow Co., has now gone on the road in Western Canada for the J. B. Armstrong Mfg. Co. On his initial trip for the new concern he had the misfortune to be attacked by appendicitis, and was obliged to go under medical attendance for a couple of weeks at Port Arthur. We are glad to say that he is again wearing the smile that won't come off and reports business very good.

Edward Ellwood, manager of the Empire Cream Separator Co.,

has recently returned from an extensive trip in the United States where he was busily engaged in looking into the merits of the various gasoline engines built in that country. Mr. Ellwood has now gone East to visit the gasoline engine manufacturers of Canada, and eventually his company intend to handle a full line of stationary engines, portables and tractors in addition to their cream separators.

Harry Anderson, managing director of the Tudhope Anderson Co., Winnipeg, and J. J. Bryan, manager of the Regina branch of the same concern, are at present on a trip to the South and East during which they will visit the State Fair at Minneapolis, the Emerson Brantingham Co., at Rockford, Ill., the Tudhope Carriage Co., Orillia, Ont., the Dominion Wrought Iron Wheel Co., Orillia, and all the other factories in the south and east whose goods they control the sale of in Western Canada. Ottawa is also included in their itinerary.

I.H.C. Buys Wagon Plant

Announcement has been made that the International Harvester Co. of America has bought a controlling interest in the Chatham Wagon Co., which was founded 28 years ago at Chatham, Ont. It is said that extensive improvements and additions will be made to the plant.

Hart-Parr to Build in Canada

In an interview recently, C. W. Parr of the Hart-Parr Company, Charles City, Ia., stated that his company is planning to build a plant at Regina, Canada. A site has been secured at a cost of \$15,000. The company will manufacture its line of gasoline tractors at the new plant.

The Farmers' Gold Mine.

The Massey-Harris Co. have recently issued from their Toronto headquarters a booklet bearing the above title. In this are set forth the benefits to be derived by the proper application of manure to the soil, more espec-

ially by the use of the Massey-Harris Manure Spreader, the advantages and superior construction of which are fully described and illustrated. Sixteen pages comprise "The Farmers' Gold Mine" and they are replete with matters of interest to those who depend, directly or indirectly, on soil fertility.

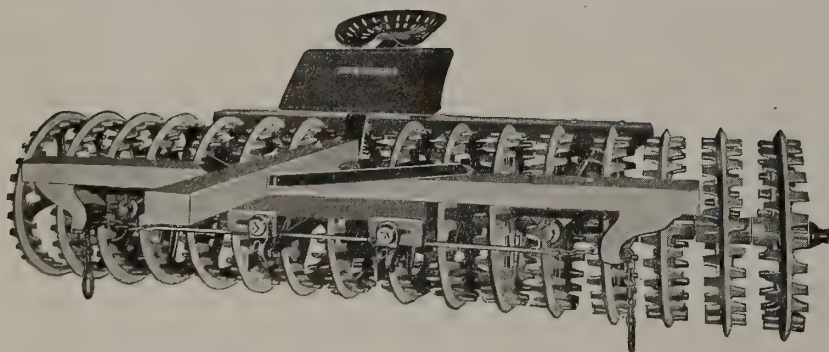
Rust.

Though collections are the order of the day yet there are times when the dealer has nothing particular in hand and in such a time we would suggest that a little work should be done to fix things up before the winter comes. Some warehouses are allowed to get into a deplorable condition, all for lack of a little attention at the right time. Just see whether or no your building is going to deteriorate in that fashion. See that there are no cracks in the roof or the wall where the snow can blow through or broken windows that let in the cold or cause a snowdrift on the inside. The stock should also be prepared for the winter, and cleaned up so that it will not be affected by rust. The following method is said to be quite efficacious as a rust preventive: Melt together lard and powdered resin, one part of the latter to three of the former, and if it is desired add a little lampblack. Paint the iron or steel with a brush. If the rust has already taken hold the following is recommended as being a good method of restoring the metal to its original brightness:

Cover with sweet oil, rubbing it in well, and next day rub with powdered or unslacked lime till the rust is removed, or powdered emery will do very well. Rub with a spongy piece of wood. The best way to restore rusty iron is to put a bit of beeswax in a rag and rub over the rusty surface. Afterwards scour with salt.

Don't be afraid to put up a bluff about your business. There is nothing gained in any way by admitting that business is not good and going about with a long face. Look prosperous and you are more likely to be so.

COCKSHUTT PLOW CO'S LATEST PRODUCT



Cockshutt Combined Pulverizer and Sub-Soil Packer.

(Fully Protected by Letters Patent.)

During the present season the Cockshutt Plow Co. have placed a new implement on the market in the shape of a Combined Pulverizer and Sub-soil Packer. The machine differs materially from the old style of surface packer in that the rim of the independent wheels carries a V-shaped flange, which penetrates the soil at the same time as the lugs are pulverizing the clods. The advantages of this construction are apparent, inasmuch as a fine surface mulch is obtained, while at the same time the sub-soil is packed to a depth of several inches, thus conserving moisture, preventing blowing, and preparing a fine seed bed. Another important point in the construction of the machine is

that the wheel spokes have been greatly strengthened by the addition of a flange or rib on their edges, thus insuring freedom from breakage on rough, stony land and at the same time adding considerably to the weight, which is a necessary factor in an implement of this kind.

We are informed that the Cockshutt Plow Co. have secured patents covering this implement and intend to see that no infringement is made on their rights in any way. Sales of this improved packer have been exceedingly satisfactory and dealers who are not now handling it would do well to write the Cockshutt Plow Co., Winnipeg, for further particulars of their latest production.

FARM MACHINERY BUSINESS FOR SALE

Consisting of a Warehouse, 24x60 ft., standing on two lots. All office fixtures, including a large safe, desk, typewriter, files and tools. Everything necessary to carry on the business as a going concern. All contracts will be transferred to the buyer. Large territory. Situated West of Moose Jaw, on Main Line.

PRICE \$1600--EASY TERMS

**Address--"Opportunity," Canadian Farm Implements,
822 Union Bank, Winnipeg.**

Seward and Canada.

There are probably tens of thousands of the Canadians of to-day who have never read, or even heard of the following laudatory and farseeing references made to Old Canada, ten years previous to confederation, by the Honorable Senator William A. Seward, afterwards President Lincoln's celebrated Secretary of State.

"Hitherto, in common with most of my countrymen, as I supposed, I have thought Canada, or to speak more accurately, British North America, a mere strip lying north of the United States, easily detachable from the Parent State; but incapable of sustaining itself, and therefore ultimately, nay, right soon, to be taken in by the Federal Union, without materially changing or affecting its own condition or development. I have dropped the opinion as a national conceit. I see in this British North America, stretching as it does across the continent from the shores of Labrador and Newfoundland to the Pacific and occupying a considerable belt of the Temperate Zone, traversed equally with the United States by the lakes, and enjoying the magnificent shores of the St. Lawrence, with its thousands of islands in the river and gulf—a region grand enough for the seat of a great empire. In its wheat-fields in the west, its broad ranges of the chase of the north, its inexhaustible lumber lands—the most extensive now remaining on the globe—its valuable fisheries, and its yet undisturbed mineral deposits. I find its inhabitants vigorous, hardy, energetic, perfected by the Protestant religion, and British Constitutional liberty. I find them jealous of the United States and of Great Britain, as they ought to be; and therefore when I look at their extent and resources, I know they can neither be conquered by the former nor permanently be held by the latter. They will be independent, as they are already self-sustaining. Having happily escaped the curse of slavery, they will never submit themselves to the domination of shareholders, which prevails in and determines the character of the United States. They will be a Russia behind the United States, which to them will be France and England. But they will be a Russia civilized and mainly Protestant, and that will be a very different Russia from that which fills all southern Europe with terror, and by reason of that superiority they will be more terrible to the dwellers in the Southern latitudes.

"The policy of the United States is to propitiate and secure the alliance of Canada while it is young and incurious of its future. But on the other hand the policy which the United States actually pursues is the infatuated one of rejecting and spurning vigorous,

perennial and ever-growing Canada, while seeking to establish feeble states out of decaying Spanish Provinces, on the coast and in the islands of the Gulf of Mexico.

"I shall not live to see it; but the man is already born who will see the United States mourn over its stupendous folly, which is only preparing the way for ultimate danger and downfall. All southern political stars must set though many times they rise again with diminished splendor. But those which illuminate the pole remain for ever shining, forever increasing in splendor."

The Fur Trade.

Although the great northwest of Canada is an extensive trapping region and Winnipeg and Edmonton are the principal markets to which the greater part of the raw furs come, the average individual knows very little about the industry. During 1909 the estimated value of furs shipped from the western provinces to the United States and England was \$12,000,000, and, as this merely represents the value of the raw material it will give an idea of their enormous value when manufactured.

The greater part of the furs is brought down in the early spring, and dealers representing the great fur dealers of the world, compete for the furs offered. The trapper who brings in his own pack usually gets the best price, all dealers being given an opportunity to examine the furs and submit sealed proposal. The acute demand for this product thus gives the trapper the benefit of excepting the highest tender.

Raw furs enter the United States duty free, and the greater part of those not handled by the Hudson's Bay Co. find their way to one dealer who advances to the shipper 60 per cent. of their value based on the last London sale. The furs, with the exception of those manufactured in the U. S. and Canada are shipped to London, where the prices for the year are made at the annual fur sale. The price being established and the furs sold the broker returns to the New York shipper the full value of the furs less commission. This system enables the small shipper to get quick returns for his goods and so benefits the trapper directly. In former years shippers were obliged to make a large outlay often without recompense for six or eight months.

The farther the trapper gets from civilization the better the hunting grounds; and the encroachment of the settler into the farm lands of the Peace River Valley has forced the fur seeker further north into the Mackenzie and Keewatin districts where a belt of country from Great

Slave Lake to Great Bear Lake yields the best results. The trapper even visits Coronation Gulf, which is an inlet of the Arctic Ocean. The islands of the Arctic Ocean are also made to yield their toll, the pelts of silver and black fox commanding a price of \$75 to \$1,500 a skin. The fashion in furs changes, but muskrat, mink and raccoon appear to stand the variations of time and fashion best of all. Imitations of the higher priced furs are so skillfully prepared as to baffle experts; as an example, muskrat has been treated and dyed to imitate seal. The result was an advance in price of muskrats of 100 per cent. in 1909.

Old trappers declare that good seasons for the fur trade depend upon the fecundity of rabbits; a good hunting ground one year may become worthless because of a dearth of rabbits, on which the fur-bearing animals feed.

In Manitoba the trapping of beaver and otter is illegal, and trappers report that the result of this closed season is that these two animals, once threatened with extinction, are gaining ground once more and rapidly increasing in numbers.

The last season was not a good one for trappers, the deep snow and mild winter being factors which made operations in the woods difficult. As a result of a lessened supply the prices obtained this season have exceeded all records in the fur market of Western Canada.

Flax Crop in Canada.

The profits from the flaxseed in the Canadian Northwest have been so great of late that the acreage has increased by leaps and bounds, now that the flax fibre serves the new purpose of twine.

Some exceptional crops are reported from southern Alberta, along the transcontinental line. One farmer in the Bow River valley, near Strathmore, who had fifty-seven acres planted in flax last year, which yielded twenty-nine bushels of seed to the acre, was offered \$2.14 per bushel, or \$62.06 per acre for his crop, a total of more than \$3,500. This is for the seed alone, which is used for the manufacture of oils. The flax plants are also utilized in the manufacture of linen, paper and twine.

Busy Times in the West.

Trainload after trainload of steam plows and gasoline tractor plows have passed through Chicago in the last few weeks to join in the conquest of the prairies, says an exchange, each shipment being blazoned with banners telling the destination. These big traction plows are capable of turning the virgin sod on 2,000

acres during the season, and are in such demand that they mean the addition 150,000 acres to the empire of wheat in this province. Canadian Pacific railway reports here at Calgary indicate that the influx of new settlers, even in the districts where new settlers by hundreds are no unusual phenomenon, this year will astonish even optimistic immigration officials.

Gasoline Engine Rating.

A prominent American gasoline engine concern has recently been awarded the verdict in a suit brought against a certain Chicago catalogue house. Evidence was produced which proved conclusively that the catalogue house had made a practice of overrating the engines supplied to them by the manufacturers. Engines were given a rating of $\frac{1}{2}$ to 5 horse power more than was claimed for them by the makers so that a five h.p. engine was sold as a seven and consequently expected by the purchaser to do the work of a seven h.p. engine. By this method the catalogue people were able to sell a so-called seven h.p. engine cheaper than anyone else. On the other hand, the engines they sold were required to do more work than they were intended for with the result that it damaged the maker's reputation for reliable machines.

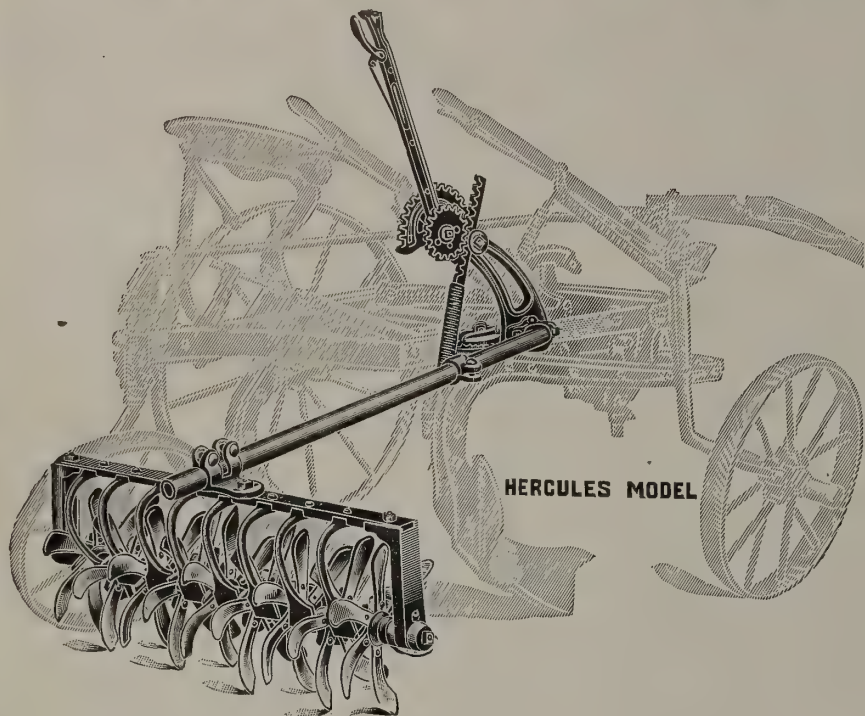
Now that dealers are handling gasoline engines a word of advice should not be out of place. To some dealers the temptation will come to give the engines they are selling a false or higher rating. It is not a hard thing to convince the farmer that a $3\frac{1}{2}$ h.p. engine is a 5, for he generally knows very little about the rating of engines, but at the same time it is a very unwise thing to do. While many engines will develop a greater horse power than their rating, no dealer ought to claim more for his engine than the manufacturer does, and if an engine sold as a $3\frac{1}{2}$ develops more horse power, then it is so much the better for the dealer, for it will show his customer and neighbors that the engine is really reliable, and will not give out under a slight overload. On the other hand, if the engine does not do the work it ought because of the over-rating, it will give the buyer a bad impression as to its reliability and if a dealer gets a reputation for unreliable goods it will soon put him out of business.

If there is anything that will make brains and energy any faster or any cheaper than fresh air, I would like to know what it is.

MANAGER WANTED

By Manufacturer for Western Branch, must be an A1 Man. Good Salary and Prospects. Give full particulars. Correspondence confidential. Address: Canadian Farm Imps., 822 Union Bank Bldg., Winnipeg. Manager A.

\$30,000,000.00



HERCULES MODEL

This Model is a giant of strength and perfectly equipped from every standpoint. Pipe arm is 1 and 5-8 inch in diameter, and solid steel slug is driven inside and past the angle point before assembling. No soils are too tough for this Peerless Model. It is a general all around rough usage tool, and the strongest Model ever built for use in connection with plows. Two bolts are used to fasten pipe arm clamp to Harrow Frame, which makes a rigid construction. This Model, with the exception of the construction of the frame clamp, larger pipe arm and the additional weight is like the 1910 MODEL.

Sales will more than Double next year.

There's a Reason

Western Canadian farmers realize as never before the absolute necessity for better soil tillage, and the saving of moisture.

They realize that this can be done most readily, with the least expense, and in the most effective manner by using a Kramer Pulverizing Attachment.

Because the Kramer is the only plow attachment having won the recognition and endorsement of The International Dry Farming Congress, and Departments of Agriculture everywhere.

Entirely modernized methods of manufacturing and marketing enable a revision of prices so far downward that the implement is well within the reach of every farmer and of greatest importance is the introduction of different models to meet the soil conditions of every community in Western Canada.

Write at once for revised price list to both dealer and farmer. Our proposition is so attractive, that it will secure you the entire Plow Attachment Trade in your community.

The Kramer Company,
WINNIPEG, MAN., and PAXTON, ILL.

CANADIAN SELLING ORGANIZATION:

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON

Is the estimated loss to Western Canadian Farmers. A direct result of improper tillage, and the failure to conserve the natural moisture in the soil, for plant development, by pulverizing and mulching it right after the plow.

This loss has brought grief to many farmers, but with it comes an awakening that will be of vast benefit in after years. It means the introduction of better methods; better tillage; the conservation of moisture, and the elimination of sloppy methods of farming.

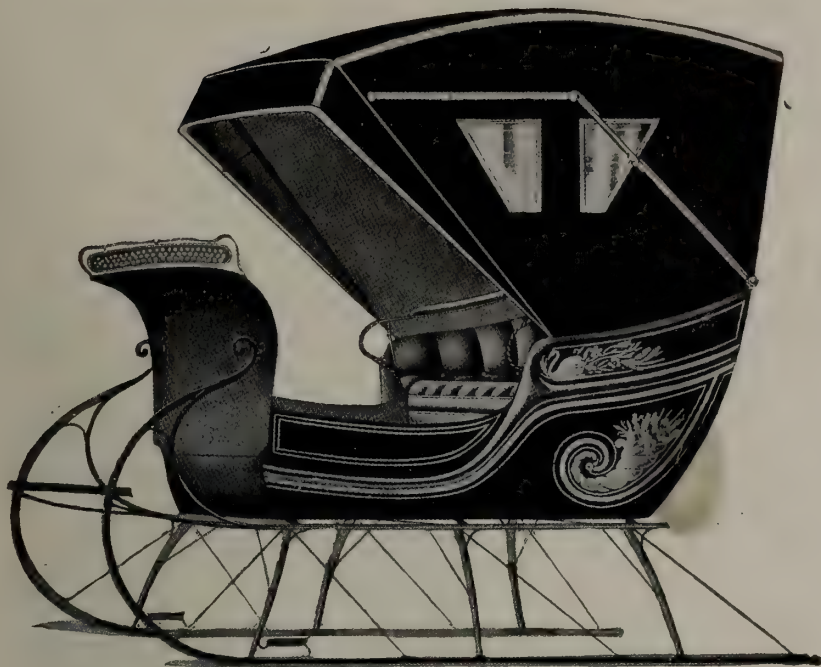
This awakening upon the part of the farmer will pave the way for the sale and introduction of thousands of implements, which will produce results in the preparation of the Seed Bed, and the conservation of moisture along practical and effective lines.

The proper implement to meet all the requirements of the farmer is already in existence. Manufactured right here in Canada, and it's up to you, Mr. Dealer, to connect it with the farmer's Bank Account.

The farmer who will harrow while he plows with a Kramer (Strong Model) Attachment will meet the **Two** conditions most essential to secure a **Splendid Crop**—a perfect dirt mulch, which provides the second requirement, by locking in the moisture for the production of plant life.

The Attachments were exhibited at all important Western Canadian Fairs, and inspected by over 30,000 farmers. They were universally admired, and no other exhibit attracted greater interest and attention among farmers.

Brockville Cutters



No. 205 $\frac{1}{2}$ Lady of Snow
With Top and Storm Sides

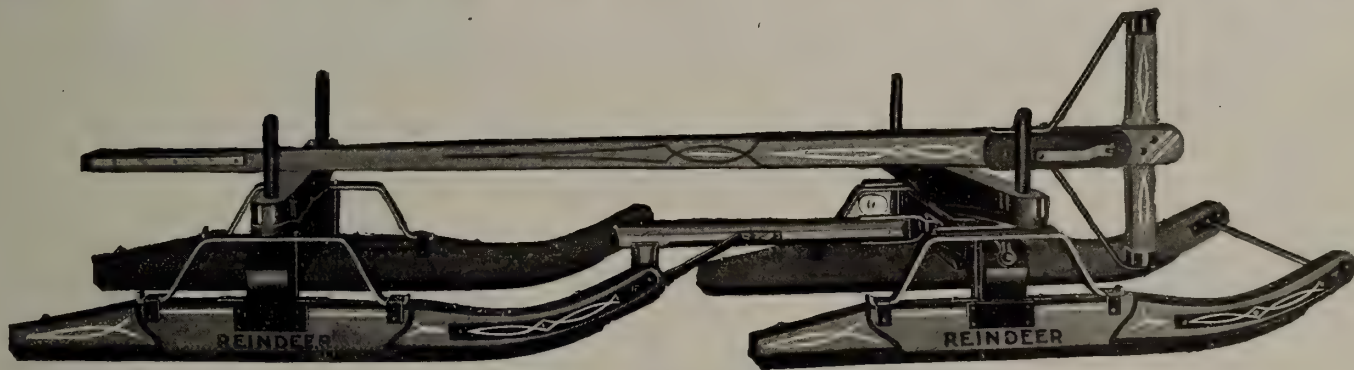
Brockville Cutters have been on the market so long that it hardly seems necessary to say much concerning them as they are so well and favorably known, embodying as they do

Originality in design,
Superior trimmings and finish,
Trimmings removable,
Prices right.

This is the popular 205 $\frac{1}{2}$ style

Illustrated and descriptive catalogue on application.

Reindeer Sleighs



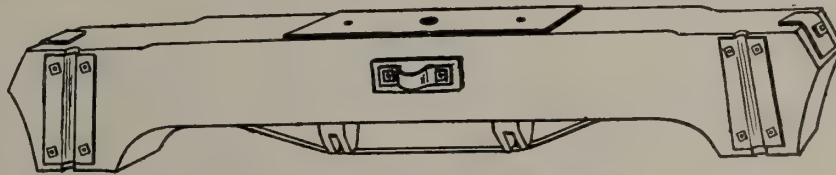
No. 28 $\frac{1}{2}$ Reindeer Sleigh

Made in all sizes with steel or cast shoes

Quality and Workmanship.—Made of a straight grained hard-wood timber throughout, put together in a smooth, workmanlike manner.

Trussed Bench furnished on

- No. 25 $\frac{1}{2}$, 2 in. x 6 $\frac{1}{2}$ ft. runners, steel shoe
- No. 26 $\frac{1}{2}$, 2 $\frac{1}{2}$ in. x 6 $\frac{1}{2}$ ft. runners, steel shoe
- No. 27 $\frac{1}{2}$, 3 in. x 6 $\frac{1}{2}$ ft. runners, steel shoe



Reindeer Trussed Bench

Trussed Bench furnished on

- No. 28 $\frac{1}{2}$, 2 in. x 6 $\frac{1}{2}$ ft. runners, cast shoe
- No. 29 $\frac{1}{2}$, 2 $\frac{1}{2}$ in. x 6 $\frac{1}{2}$ ft. runners, cast shoe

Painting.—Orange red, with very neat wide lines of black and fine lines of white striping. Well varnished and very much above the usual sleigh in smoothness of finish and general appearance.

Do not place your order for Sleigh goods until you have an opportunity of talking to our travellers.

JOHN DEERE PLOW CO. LTD.

Winnipeg

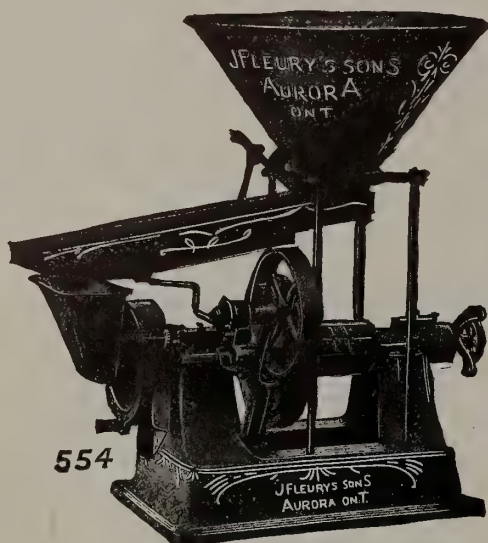
REGINA

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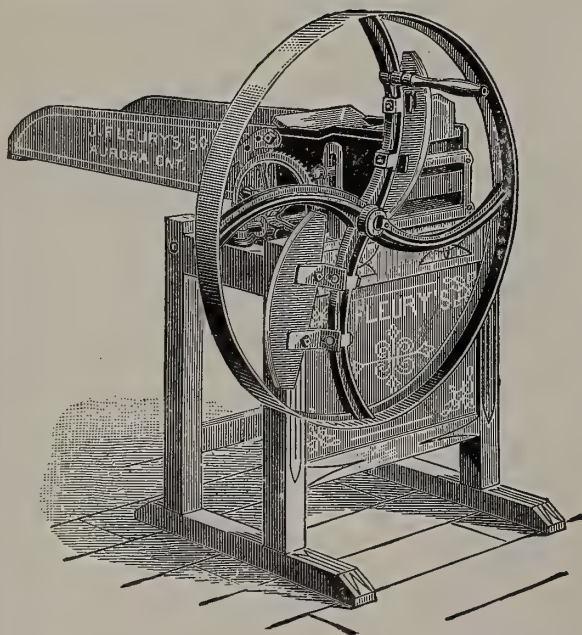
EDMONTON

ATTENTION



FLEURY'S GRINDER

Our Grinder line consists of the famous RAPID EASY and GOOD LUCK GRINDERS.



FLEURY'S STRAW CUTTER

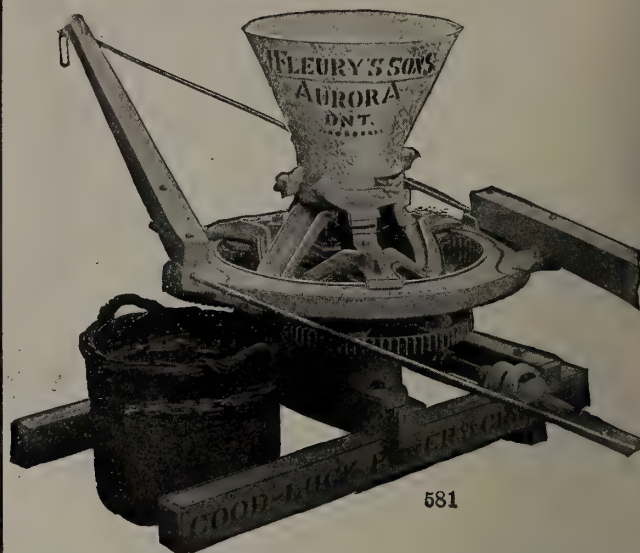
Seven different styles and sizes for hand, belt and horse power; with or without carrier or blower.

THE FLEURY Grinders Straw Cutters Wood Saws

and
Horse Powers

ARE
HIGH GRADE
IN
EVERY RESPECT

WRITE FOR
CATALOGUE
"BETTER FARMING"
GIVING
FULL EXPLANATIONS



Good Luck Power and Grinder

Specially Adapted to Farmers' Work
Construction and Finish PERFECT.
THOUSANDS in use and giving
highest satisfaction.

The best is cheapest; an INFERIOR
machine is DEAR at ANY PRICE.
YOU want only the best.



Circular Saw Machine No. 3

Length between saw and fly-wheel 4 feet 4½ inches. Size of pulley, which has fully turned face, 5 inch diameter by 7 inch face. Saw of any diameter from 22 to 30 inches can be supplied.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON

John Deere Engine Gang Leads Again For Good Work



MORE JOHN DEERE ENGINE GANGS SOLD IN WESTERN CANADA THAN ANY COMPETITIVE MAKE

The John Deere Engine Gang again proved its superiority in every way at the Annual Motor Contest held at Winnipeg recently.

Good Work

A noticeable feature of the contest was the "Good Work" done by the John Deere Engine Gang—Every furrow turned over completely—of the same width and depth.

Bottoms in Pairs

It was fully demonstrated that bottoms in pairs did better work than single bottom construction.

In walking over the different plowed fields it was an easy matter to pick out the land plowed with the John Deere Engine Gang. The furrows were all of uniform width and depth which could not be said of the work of some of the other makes of plows. The plowed field will prove the above assertion.

WON'T CLOG The curved beams on the John Deere Engine Gang give great clearance, thus permitting them to go through straw, trash, weeds and scrub, where other gangs will clog and cause trouble. With the John Deere Engine Gang you do not need an extra man to keep the plows clear of trash. This wide clearance also permits of plowing at greater depth.

SCREW CLEVIS In addition to the regular clevis adjustment each beam is fitted with a screw clevis when attached to the frame. The purpose of this little device is to give the plows the fine adjustment often needed, it not being necessary to stop the engine to do this. A turn or two with an ordinary wrench while the outfit is moving throws the beam point of the plow needing adjustment up or down, giving it the best position to get the required results. This saves time and is a most important feature.

Light Draft

The spectators freely expressed themselves as to the light draft of the John Deere Engine Gang, one engine pulling 14 bottoms with ease.

Ease in Handling

One lever for two bottoms—One man handled a John Deere Engine Gang—raising the bottoms at the end of the field without slowing up the engine or stopping same, as was the case with some competitive plows at the Motor Contest. It was also noticeable that one of our competitors used three men to raise and lower 12 bottoms and at that made a ragged start and finish, while two men raised and lowered 14 bottoms on the John Deere and started and finished at the alignment furrow made by the Judges for that purpose.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON



I. H. C. Manure Spreader on Grounds of Prince A. Lieven, Mesothien, Russia.

Gasoline Tractors in Russia.

Word has just been received at the Chicago office of the International Harvester Company of America that the first American-made gasoline tractor has been sold in Russia. The sale was made to Prince A. Lieven, who owns large estates in Mesothien, by the McCormick general agent at Riga in Southeastern Russia.

The adoption of the American tractor methods of farming is of particular interest, owing to the fact that last year Russia, whose population use rye almost entirely for their own bread, jumped ahead of America in the production of its wheat crop.

The widespread use of the American tractor in Russia and Siberia may ultimately solve the high price of wheat in this country. The use of mechanical power on farms of the Canadian Northwest is doubling and trebling the grain output of those regions, and it looks as if the results would be the same in bringing under cultivation wide untilled areas in the Russian Empire.

For many years American-made harvesting machines have been familiar sights in the grain-growing districts of the Muscovite Empire. In later years manure spreaders, cream harvesters, and tillage implements were adopted by the owners of the large farms, and an interesting picture reproduced above shows an I. H. C. manure spreader working in front of the palace of Prince Lieven.

It is said that this prince is most progressive in his farming, and owns and operates on his estate practically all the implements and machines which could be found on an up-to-date American farm.

Good Business Letters.

Every letter you send out, Mr. Dealer, has some advertising value attached to it. A neatly written, carefully folded and sealed letter will always create a favorable impression on the recipient, while a carelessly mailed letter will at once suggest to the reader that the writer might also be careless about other business matters.

Right in keeping with this subject, the following on "Neatness in Handling Letters," by C. L. Chamberlain, in *Modern Methods*, will prove interesting:

Many stenographers, secretaries and others who should know better are careless in the matter of folding and sealing the letters they write. While this may not be wrong in the sense of indicating any inherent criminality on the part of the writer, it does show a lack of neatness and attention to details in little things.

And although it may be a very little thing in the eyes of some, others who receive such letters view these signs of carelessness with anything but favor. It may be a little thing to the one who makes these "mistakes," but when the result is to place the house under whose name the

letters are sent in an unfavorable light with even a small number of their correspondents, the matter becomes large enough for at least careful thought and consideration.

The first thing a correspondent can do to show this consideration for details, is to write the letters exactly as dictated, or as nearly so as his or her skill will permit. He should constantly endeavor to improve along these lines until he can write a letter exactly as dictated. Few changes will then be required, and he will not be the cause of those that are found necessary.

A second thing in which neatness or its opposite is manifest is in the folding of letters. In no way is good business training or the opposite so quickly shown as by the way a letter is folded to fit the envelope.

Every business house that appreciates neatness in its correspondence should see to it that its paper and envelopes are made to be used together. A poorly folded letter will always attract attention, but it is of the wrong kind.

There is a right way to fold a letter and a wrong, whether the paper is note size, three-quarters letter, or full letter.

In general, letters should always be folded from the top down, or from the bottom up, but never from one side over toward the other side. It is especially poor style to fold very near to one end in order to get the letter in the envelope, as is sometimes done.

Note size is about $5\frac{1}{2} \times 8$ in-

ches. A letter on this size paper, no matter whether written across the short way or lengthwise, should be folded twice—from the top down and from the bottom up. The width of the folded letter is then about one-third the length of the sheet, and it will just slip into the proper envelope and leave a sufficient margin so that the letter is not apt to be cut if the receiver opens the envelope by clipping off the end with a pair of shears.

A full-size letter-head is about twice the size of note, or about 8×11 inches. It should be folded in the middle, so that the top and bottom edges come together. It is then the same size as note, and should be folded again the same as that size just described.

The three-quarters letter-size, a sheet about 8×8 inches, is perhaps the most difficult for the unthinking person to fold neatly. The best way of treating this sheet to make it fit the common business envelope is as follows: Fold over from the top a strip about three inches wide, creasing it down firmly. It is then the size of note, and should be folded again as already described for note size.

If envelopes must be sealed by hand always use a strip of clean paper with which to press down the flap.

Brandon

Implement men are very busy, there being a heavy demand for binders, notwithstanding the unfavorable reports of crop conditions. The number of sales will probably exceed those of former years; however, the majority have been made on next year's terms, which accounts to some extent for the number of machines put out.

G. A. McIntosh, of the Harmon Heller Co., of Chicago, visited this city during a business trip through the West. He said Brandon is the busiest, prettiest and most up-to-date city of its size in Western Canada.

As a result of the contract being let for the erection of the C.N. Ry. hotel, 9th st. property has advanced fully 50 per cent. in value, as it is expected that the street will now become a retail and office centre.

The Brandon Summer Fair Board has decided to hold next year's fair July 24 to 28 inclusive. The prize list will be greatly increased, especially in the horse and cattle classes. Work will be commenced on a fine up-to-date grand stand almost at once at a cost of \$15,000 or more. The manager of the Fair in presenting his report showed a very satisfactory financial statement and a substantial surplus.

J. E. Ruby, general manager of the Frost & Wood Co. factory at Smith's Falls, Ont., was a visitor to our city. He came over from

Rapid City and was greatly pleased with the appearance of the grain fields along the route. He left for the West and will visit Regina, Calgary and other cities before returning East.

The Normal school opened Aug. 23 for fall term. Between 50 and 60 students are in attendance and a new feature of the class this term is that there are 17 Ruthenians taking the regular course.

We were pleased to see our friend Ald. F. O. Fowler, of Winnipeg, in the city. Mr. Fowler is president of the Central Canada Insurance Co. and was in Brandon on a business trip. Frank is always a welcome visitor to Brandon.

D. C. McKay, of Halifax, manufacturer of vehicles, has been a visitor to Brandon, having in view the establishing of an automobile factory. It is proposed to assemble most of the parts of the cars but to do the finishing at a factory here or at some other Western point not yet determined.

The Brandon House has changed hands, J. S. Rosby having purchased same. In future this hotel will be known as The Roseland, and the new owner is already making extensive improvements, which will make it one of the best hotels in the city.

The Brandon Electric Light Co. submitted a proposition to the city council to operate the city pumping station by electricity, 100 horsepower being offered at an annual cost of \$7,000, and all power in excess of that amount at \$70 per h.p. per annum on a 24 hour day basis. After carefully considering the matter of cost as compared with the present system and the new machinery required the city decided not to entertain the proposition.

During the storm of Aug. 16 considerable damage from lightning was done to the electric light wires and transformers, half a dozen of the latter were put out of business, causing considerable inconvenience to householders and places of business.

J. S. Jones, of the I. H. Co. sales department, Chicago, was in the city visiting the local branch of the company. He is making a tour of the West to look into general business conditions and expressed himself as pleased with the trade done at this branch, where they have practically all they can handle both in the shipping and repair departments.

Another visitor from the Chicago office of the International Harvester Co. was W. Webber, of the experimental department. Mr. Webber was full of praise for Brandon and its beautiful streets and residences.

J. F. Allen, of Davenport, Iowa, who is making a tour of the West, was a visitor to the city. He was

here with the intention of finding a suitable location for a biscuit and confectionery factory. Mr. Allen was so favorably impressed with Brandon's situation and the splendid railway facilities, which make it an ideal distributing point, that he decided to inquire fully into the situation here before investigating elsewhere.

The city council has finally passed the estimates for the expenditure of the ensuing year and struck a rate of 22 mills for taxation. The following statement shows the different items under which this year's levy is made:

Current expenditure, 10.23; debenture interest, 2.85; municipal commissioners, .33; sinking fund, .24; total general rates, 13.85. Public parks, .50; Public schools, 7.65.

The Brandon Commercial Bureau has moved from the city hall to new offices at 14 Ninth st., where they will be pleased to

meet persons interested in the advancement of Brandon. A supply of literature on Brandon and district is always on hand, also grains, roots and manufactured articles produced in Brandon and vicinity.

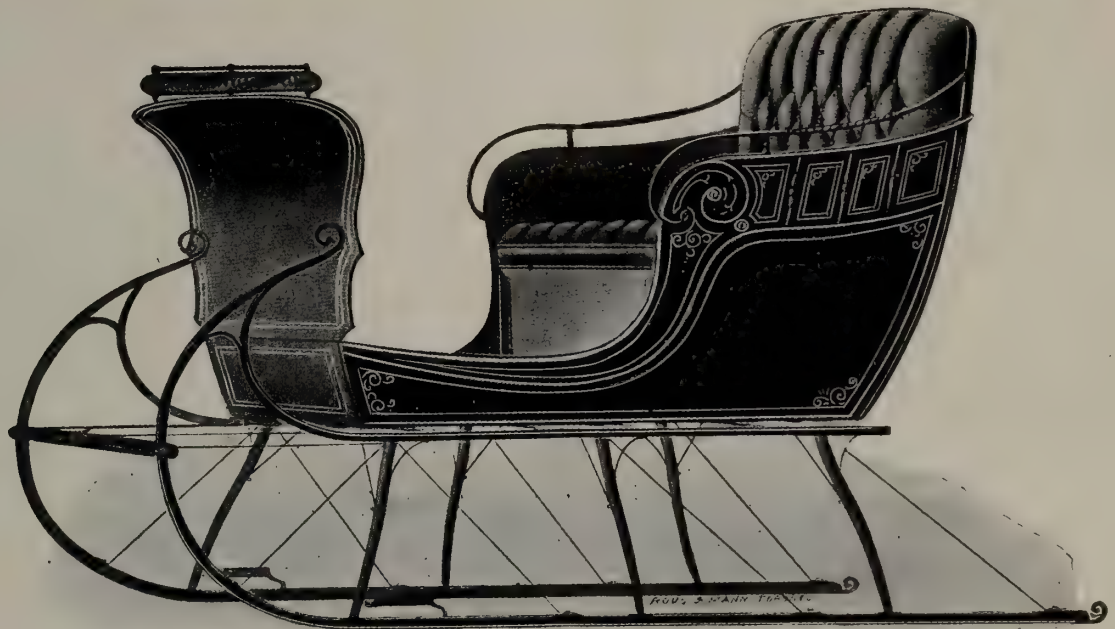
For some time past one of the largest agricultural implement manufacturing concerns in the State of Illinois has been considering the advisability of locating at some point in Western Canada and establishing a factory to meet the demands of western trade. While nothing definite has yet been decided upon a recent visit to Brandon by a representative of this firm indicates that this city is being seriously considered as a location.

Harvesting in this district is about over and considerable threshing has been done. The weather has been all that could be desired for saving the grain, and this has been a great boon to the

farmers as labor is hard to get and the wages asked are almost prohibitory. Thus many farmers are doing all the work themselves, leaving the sheaves on the ground until they can stook. The yield is expected to average about 12 bushels for wheat, or about half a crop. Oats will be very light. Any grain so far marketed is of high quality—No. 1 Northern.

The E. B. Reese Engineering Co. are still after a contract with our city council to supply electric power at a cost of \$20 per h.p. under a guarantee from the city that they take 2000 h.p. The council have refused to sign until a first class engineer is consulted as to the feasibility of the scheme. It is generally felt that a contract at this price for power would be a great boon to the city and it would be the means of promoting a street car system.

B. Rankin, of the Wm. Gray



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W. J. BELL,
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M. C. DREW & SON,
Vancouver, B.C.

The Baynes Carriage Co., Limited

HAMILTON, ONTARIO

Sons Co., who has been in the West for four years in their interests, has been offered the management of a branch in the East and will leave the city about Sept. 15.

J. C. B. Inkster, of the Brandon branch of the Cockshutt Plow Co., has left for Ontario and will visit the factory at Brantford, also the Frost & Wood factory at Smith's Falls, Ont.

The Electric Light Co. are very busy laying mains for the steam heating of business places, banks, etc., along Rosser ave. The trenching machine has been working on Tenth St., where the Electric Light Co. building is situated, and is now on Rosser ave. This thoroughfare is consequently in bad shape, but it is expected to have the system in operation before cold weather sets in.

A waterworks system is being installed in the Hospital for the Insane. The water is being taken from springs on the North side of the river which will give ample supply for all the buildings, including the barns. Two pumps have been installed, with the very latest waterworks machinery and, when completed, the system will fill a very long felt want.

Buildings are being rushed so that they may be completed before the cold weather sets in. The five-storey Clement Block is rapidly going skyward, and will be roofed in by September 1. The A. E. McKenzie building has a gang of men working day and night, electric light having been installed to enable the cement work to be carried on.

The cement work on the Cockshutt Plow building is about finished, and the frame work will be rushed.

The contract for the C.N.R. hotel and station has been awarded to Thos. Kelly & Co., of Winnipeg. The hotel will be 100 ft. in height, of 7 storeys, with a frontage on Princess Ave. of 140 feet. Stone and brick will be the materials used in the building, and the passenger station will be connected with the hotel and take in 185 ft. on Ninth St., south of the hotel.

Playing the Business Game.

The following story from System seems to us well worth reproducing.

"I have no time to spend in dickering. Name your best price on the property and I'll take it or turn it down."

"I think it is worth \$35,000."

"That is your best price, is it?"

"Yes. In fact, I think I could get more—"

"Nothing doing."

A livery man in an Indiana city of 12,000 population owned half a block that was a very

desirable location for an hotel, midway between the union depot and the business district. The city had long needed a modern hotel and finally the commercial association offered a bonus that attracted an experienced hotel man from the east. The livery man had wanted to sell for some time, but held on to the property, confident that some day he could get a big price on account of its location. For any other business \$25,000 would have been a fair price and the prospective landlord was willing to pay considerably more, but \$35,000 he would not consider.

He left the livery man almost dazed after his quick and decisive refusal to continue negotiations and immediately sought out the next best location in the city. With real estate men he looked over various sites and finally determined on one that would do very well. With this owner he took very different tactics and the best part of two days were spent in getting down to bed rock prices. Then he paid \$300 for a two-weeks' option—and that afternoon the daily papers had first-page stories on the location for the new hotel.

The hotel man spent the next day with local contractors and the following day he dropped around by the livery stable to hire a horse and buggy to drive around town. The proprietor noticed him and came out in front.

"Say, why didn't you come around and see me again before buying that property 'way off down there?"

"Simply a matter of price. You were trying to hold me up."

"That's too bad, for I've been thinking about it and I'd have sold right. In fact, I would cut that price a good deal."

"You think you would now that I am not interested. If I pulled out my pencil and began to figure, you'd begin to boost the price."

"No. I'd sell right."

"How much, for instance?"

"Well, I tell you. If I could sell for cash, I think I'd let it go for \$25,000."

"Do you mean that as an offer for \$25,000?"

"Yes, if there were any chance of selling."

"Count that." He pulled a roll of bills from his pocket and handed it to the astonished livery man and began writing out a receipt.

"What's this for? You want an option?"

"No. I have bought your place for \$25,000. This is the first payment."

The bewildered livery man finally signed the receipt, wondering if he had been outgeneraled, but glad to close the deal, for he knew he was getting more by several thousand than he was likely to secure for any other purpose.

This hotel man appreciated the possibilities of skillful manoeuvring; he covered up his real objective point by moving his forces in one direction and then making a quick, unexpected countermarch on the desired position. He had paid \$300 for an option on a property he didn't want and saved \$10,000 on the property he did want. He didn't "do" the other fellow—he simply knew his moves.

System.

There are many new businesses springing up in the West and there are many changes of ownership recorded. Each month the sum total of new owners would make a large aggregate for the year. There have been many reasons for selling. Sometimes the owner is getting on in years and wishes to retire, or he may be going to start in business elsewhere. Some men are born pioneers. They start a business, work it up until it has proved a success, and then sell out to start in another town, going through the same process there. This is a good thing for the progress of the provinces. The man who has a good business faculty spreads the benefits he derives from those faculties over many areas, helping the community, helping himself and helping the man who is not clever enough to organize a new business. There are many men like the latter, fearing to take a plunge lest it should end in failure and they might lose all. But after all, we cannot blame them; "Better be sure than sorry," and the man who prefers to take a smaller but surer recompense is, perhaps, wiser than he who would take big profits and big risks.

To those who do not feel capable of inaugurating a new business or have not the ability to do so, the purchase of a going concern would seem wisest. The pioneer has built up the business; made the connection between the supply and the demand, opened a system of carrying on the subsequent trade and then the business is ready for the later arrival to step into.

Another good feature is that the sale of the business of the founder helps a good deal towards the solution of the outstanding debts problem. The sale means that the owner has a good opportunity to clear up all old debts.

The pioneer has probably had a cut and dried system of salesmanship, and one, moreover, that is eminently successful as shown by the results. He probably knows more about the trade in general than does his successor, but it does not follow that his successor cannot improve on the methods he has used to keep the trade together.

"The accepted practice in any line of business," says "System," "is entitled to respect until the analyst finds a flaw in it. Usually it is a composite of the ideas of the most influential houses." The habit of analysing and cross-examining will make the man new to business thoroughly understand the reason and the applications of the method, and may lead him to see a shorter or better way of reaching the same end. Do not be satisfied until you find the whole reason for everything that is being done. For many years a sentry was posted at a particular place in the Royal Gardens at Potsdam, Germany. Day after day, year in and year out, the sergeant marched his squad to this place, and left the sentry in position. At last some interfering but intelligent officer inquired the reason why the sentry was placed at that particular spot. It was found that so many years ago that nearly every one had forgotten it, a Royal Princess had noticed the first snowdrop peeping through the brown earth at that corner, and ordered the sentry to be placed there to protect it. Some methods of business are just as reasonable as the continual placing of that sentry.

Dry Farming Congress.

The fifth annual session of the Dry Farming Congress will be held in Spokane, Washington, U. S., October 3, 4, 5, 6, 1910.

The annual sessions of the Congress are called for the purpose of discussing technical and commonly utilized methods of improving agricultural operations in the districts where geographical and topographical location makes special methods necessary to insure increased yield.

To exchange reports of the actual results obtained under various methods employed to conserve moisture and master the soil and seed problems confronting farmers of regions of slight or irregular rainfall.

To discuss plans for the rapid enlargement of the dry land farming educational propaganda through channels of legitimate publicity, and the study of the subject in the primary or intermediate schools in agricultural districts.

A free and open discussion of

proposed or already-existing legislation favorable to the further development of the dry lands of the world, and legislation looking to increased appropriations from State and Federal governments for the establishing of an adequate number of demonstration farms and experiment stations; the employment of a sufficient number of field or station experts to carry on experimental work and the publication of official reports of this field work in a form designed to keep actual farmers continually posted as to the progress made in official demonstrations.

For assembling together the world's expert agriculturists to discuss and establish more thoroughly the methods by which the now unoccupied agricultural acreage may be made to produce profit-bearing commercial crops by the use of thorough tillage, adaptation of crop to soil and climate, etc.

For conducting an "Open Forum" for farmers to bring before the Congress their experiences and problems in dry land farming.

For the completion of plans for a great world co-operative movement by which Nations and States may join in this remarkable agricultural uplift.

Those who wish to know further particulars, such as the program, accommodations, railway rates, etc., should write John T. Burns, sec-treas., Chamber of Commerce Bldg., Spokane, Wash.

The Tenant Farmer.

We hear many reports of farmers who have at last reaped the reward of their long labor. The days of pioneering and its attendant hardships and privations are past, and now it is easier than ever it was before to start life anew in this young and growing country. Many of the "old-timers," the farmers who in the early days wrested a precarious livelihood from the virgin soil, have now attained to a position of comparative affluence.

They are also beginning to find that there is another stage before them, which will give them rest for the remaining years of their lives, and realizing this they are selling or renting their farms and taking a house in the nearest town.

It is on the question of the farms thus rented that we wish to write particularly. It is a question which is causing dealers in a number of communities a great deal of deep thought. To work a rented farm, implements are just as necessary as though the tenant farmer were cultivating his own land, and it is a well-known fact that fully 90 per cent. of the people who rent farms have very little capital to start with and practically no security to offer to safeguard the payment of notes given in exchange for implements purchased. Take the case of a man who rents a farm and must till his land with implements which are to be paid for out of the proceeds of the resultant crop. It sometimes happens that hail wipes out the result of a year's labor, and after the cost of feed, etc., for the horses, the expenses incurred by the farmer himself and a hundred and one other incidentals have been paid out of the hail insurance—if any is carried—there is nothing left for the implement dealer, who has already waited a year for his money.

The following year the same or some other misfortune may happen. If not, it is hardly likely that one year's crop will stand the strain of two years' expenses and payments on the implement account.

So it is that the granting of credit to a tenant farmer is on a doubtful basis. Unless he has security the implement man can do nothing to recover. True, he can take back the machinery, but that action would deprive him of all chance of making anything out of the deal. On the other hand

there is a chance that the tenant will eventually make good and pay up, and some dealers prefer to take even that chance.

The only way to solve the difficulty is to insist on sufficient security for the purchase price in addition to the lien note. A few years ago it was possible to sell implements to renting farmers because there were but a few of them, but nowadays the number has increased to such an extent that to-day a moderate percentage of the Western farmers do not own the land they till.

To refuse credit to tenant farmers is out of the question. To raise a crop the farmer must have implements and rather than give up the farm he will do his best to obtain security. Of course the difficulty is presented that if one dealer refuses to let him have the goods he may go to another who is not so strict in the matter of credit, with the result that if the farmer does make a success of his venture then the dealer who refused to take chances will lose the tenant's trade.

One way to solve this problem is for all the dealers in a town where such happenings are frequent to co-operate, and each refuse to sell goods without security. There need be no fear of the sale being lost altogether, for the farmer must have implements or he can raise no crop and so cannot recompense the owner of the land. The owner is quite aware of this and before he will lose the rent due to him he will endorse

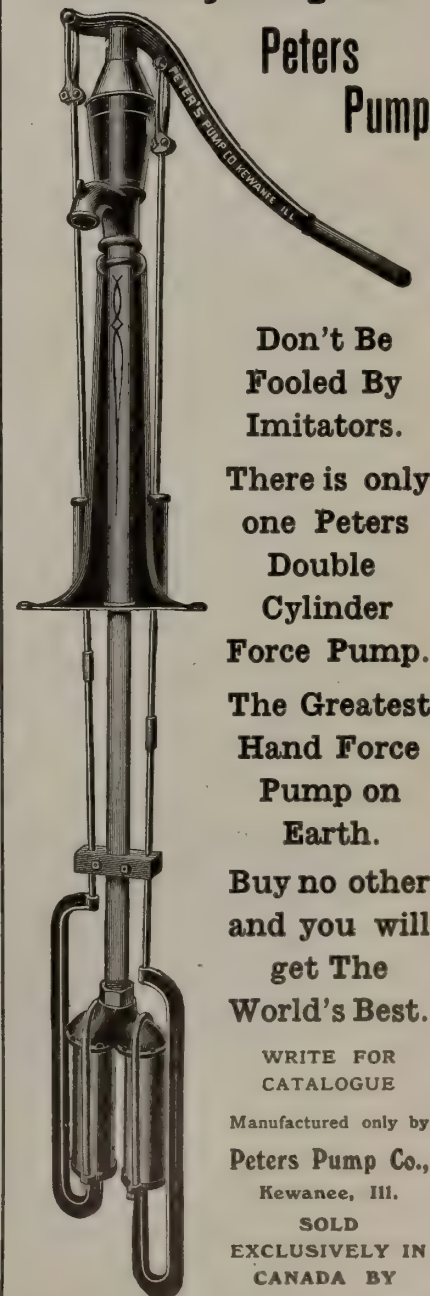
the note himself. It does not pay to grant unlimited credit to every one that comes along, and though there are cases when a tenant farmer will pay to the last cent, yet these are only exceptions that prove the rule, and it is just as easy to draw water from a stone as it is to collect money from a man who has none, and who has nothing which can be converted into cash.

Modern Power.

Modern Power is the title of a journal which has just made its first appearance. It is published in Winnipeg; Messrs. W. L. Williams and Victor C. Parker, who were formerly connected with Gas Power Age as manager and editor, holding the same positions on the staff of Modern Power. This magazine aims to cover the broad subject of power, whether on the farm, the highways, mills and factories. The gasoline engine in its many applications naturally comes in for a large share of attention.

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Calgary

Thos. Cull, manager of the collection department at Winnipeg for the Cockshutt Plow Co., Ltd., was a business visitor in Calgary during August. Before returning he made a flying trip down the Okanagan Valley in British Columbia.

W. G. Hunt, manager at Calgary for the Massey-Harris Co., spent a short holiday in British Columbia and at Coast cities, including Vancouver and Victoria.

Malcolm McHardy, the well-known implement dealer of Okotoks, has removed with his family to Calgary and has purchased the residence of E. M. McCammon, formerly manager of the J. I. Case Co. here. Mac will continue to handle his grain business at Okotoks, but will direct the operations from Calgary.

W. H. White, who for some months has been one of the salesmen of the Cockshutt Plow Co., has severed his connections with that Company to accept a position with Gould, Shapley & Muir at Winnipeg.

Chas. L. Wisner, assistant manager of the Ontario branch at Toronto for the Massey-Harris Co., visited Calgary for a time on his tour of the West.

J. A. Brookbank, manager of the International Harvester Co., and J. A. Latimer, manager of the Cockshutt Plow Co., Ltd., here, made an automobile tour over the greater portion of Southern Alberta between Calgary and Edmonton. They commenced to see for themselves what conditions actually were in the south. They, of course, expected to find crops very bad, and were surprised to find conditions much better than they had anticipated, for while there were a great many absolute crop failures,

they found in practically every district a number of very good crops, particularly in cases where the land had been carefully prepared and the seeding properly done.

Alf. W. Trickey, assistant manager of the Massey-Harris Alberta branch, spent his holidays with the Alpine Club in the Rockies. It was his first year but he graduated to active membership in the climb up Mt. Temple, a little hill 11,626 feet above sea level. The requisite for active membership is a climb of 10,000 ft., so Mr. Trickey qualified with some to spare. He is quite enthusiastic in his appreciation of mountain climbing as a rest from office work.

W. E. Hall, of the Cockshutt Plow Co., spent his holiday in Winnipeg and Portage la Prairie—his old home.

H. W. White, one of the old-time and well-known implement men of Western Canada, has removed with his family to Vancouver, where he will reside permanently. Mr. White's health has not been particularly good for some time, and it is hoped that he will be greatly benefited by the change. Mr. White has been connected with the implement trade in the West for a great many years, being one of the prominent implement men in Winnipeg years ago and moving to Alberta some seven or eight years ago to take charge of the business of the Moline Plow Co. in this province. He retired from that position some two years ago, although since then he has kept well in touch with implement matters through being interested in carriages and automobiles. Mr. White will be greatly missed in Calgary.

A. B. Yager, who has been in charge of the collections depart-

ment for the Cockshutt Plow Co. here for the past few months, resigned his position to move to Toronto, where he is going into business for himself. He has been succeeded by Mr. J. J. Wood, assistant manager of collections department at Winnipeg, who has moved his family to Calgary and has taken up his duties here.

The regular monthly meeting of the Alberta Wholesale Implement and Carriage Dealers' Association was held on Saturday evening, Sept. 3rd. Instead of the usual luncheon at the hotel the members were invited to dinner at the home of President O. S. Chapin and a very pleasant evening was experienced.

K. Whitcomb, superintendent of the Frost & Wood Co.'s factories at Smith's Falls, spent some weeks in Western Canada including Alberta. Geo. Gilroy, of the Experimental Department, also spent some time at various points in Alberta.

The Canadian Northern Railway is rushing work on the line to Calgary and already have moved a large number of buildings from the right of way recently purchased through the City. They are employing all the men and teams they can secure in order to get into Calgary at the earliest possible date. The City of Calgary will certainly welcome the entrance of another great railroad and all are looking forward to the time when trains will be running into their Calgary depot.

Harvesting is practically completed and threshing commenced, so that in another month we will be able to say definitely how satisfactory or otherwise the season of 1910 has been from an agricultural standpoint. It is already an assured fact, however, that the Province of Alberta as a whole will have no very serious cause for complaint. Crops in the South are certainly disappointing but not so absolutely bad as was feared a month ago. There are going to be a large number of better than fair crops in Southern Alberta which goes to prove that the fault this year was not all that of the climate, and the poor season will have a good effect, inasmuch as it will be a lesson to agriculturalists to farm as they should. For several years in Southern Alberta all that apparently has been necessary to secure a crop of wheat from 30 to 40 bus. per acre, was to scratch the ground, throw the seed at it and let it grow. The unexpected season came this year and on account of continuous dry weather the grain would not grow where the soil was not properly prepared, so that the failure of so many fields will not be an unmixed evil.

In the north conditions are very good, in fact, so good that it is thought by many that the en-

tire yield will be as great as last year. Crops were taken off without any harm other than a few scattered hail storms and both the average and grade will be good.

Back to Canada

"Back to Canada," is the cry in the United States just now. In an interview recently Mr. A. D. Brown, assistant general manager of The Canadian American and The Western British American, said that never before were the expatriated Canadians leaving the land of their adoption in such numbers as now. "They have made their pile over there and are coming back to invest the money. It is being recognized that Canada is now the land of opportunity and the place for safe and sure returns for money invested. Away down in their hearts all these old Canucks have a warm corner in the wood-pile of their memory for the old home, and almost all of them keep up their connection."

"Another thing that comes to our notice is the migration of the Americans to the Canadian Northwest. This is the result of sane, extensive and widespread advertising on the part of the Canadian Government. The American farmer cannot escape Canada. It is thrown up at him at every turn. The cheapness of the land and the opportunities are flaunted in his face and in the end it gets him."

Wanted—More Farmers

Down on the other side of the international boundary they think Canada's plan of giving substantial encouragement to those who want to settle on the land is a good one. A trade paper says that what is needed more than anything else to reduce the price of food products is more farmers, more scientific and better farming and a drift from the cities and towns back to the country. The great problem for governments to solve is how to get people on the land and make it productive. Idle areas are like vast machines, in some great factory, with never a wheel turning because of a lack of workers. In this sense a nation is but a gigantic workshop, with those who cultivate the land as its chief producers. If, then, this great department of the nation-factory is short of laborers, how shall it keep the output sufficiently large to warrant low prices? The answer seems to be: make it easier for some of those in the other departments of our factory to get into that shop where the machinery is idle, explain the intricacies of the mechanism and teach them how to get the most out of their charges.

O.K. Canadian Two Horse Elevator Digger

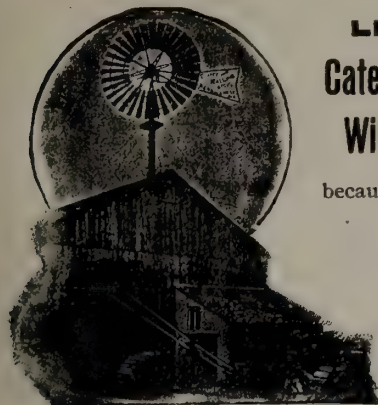


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and positively the BEST. The heat is registered by an electric pyrometer while the saw is clamped in a revolving furnace under many tons of hydraulic pressure. Absolute uniformity of temper in every part of the saw is thus obtained. We positively guarantee that there are no hard or soft spots in our saws. They have greater toughness and retain a keen, cutting edge longer than any other make. Write for catalogue and prices.

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A Grain Separator without
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The Hero has proved itself by years of service. For reliability and efficiency no other separator can compare with it. Cleans oats from wheat thoroughly. Built of the very best materials obtainable under the supervision of an expert. Satisfaction guaranteed to every user. Repeat orders come as a natural sequence if you handle the Hero specialties. They bring more business, more profit, and build up a reputation for the dealer by their sterling qualities.

The most perfect, simple and durable washer ever offered to the public. The best on the market by long odds. Constructed of highest quality materials by skilled workmen. Nothing to injure garments, simply forces suds through the fabric. A few minutes does the trick. No rubbing; quicker work with less effort than any other machine. Made of sheet metal—10 to 50 pounds lighter than the other kind. Can be operated either standing or sitting.



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BELL'S FEED CUTTERS
ARE THE BEST IN AMERICA



GET THAT INTO YOUR HEAD AND HOLD IT!—We make 25 different styles and sizes from a little hand lever machine to the largest and greatest capacity ever turned out, and we guarantee every one of them.

NOTICE!—On account of the Crop conditions this year Feed Cutters can and will be sold in large quantities. The Dealer that gets in a sample now will get this trade. We can help you decide, as **One Sample Only** will do the trick.

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THRIFT AS A NATIONAL ASSET.

Mr. S. T. Bastedo, Superintendent of Government Annuities, recently spoke before the Employers' Association, of Toronto, on the subject of Thrift. The address should be read by every good Canadian, and carefully considered.

The day of opportunity on the American continent is passing. The free lands will be exhausted in another quarter of a century. Great cities here, as in Europe, must inevitably mean at times unemployment and suffering.

The fear of poverty must become ever present in many lives, and, above all, the dread of poverty in old age, when the capacity of earning is gone.

There is need for provision to meet the conditions that will come as inevitably as tomorrow's sunrise. Thoughtful men are beginning to see an end of the material resources of the continent and are preaching thrift. The conservation of the forests, of the water-powers, of the coal and iron, is preached daily from a hundred platforms. Here and there a voice is raised to tell us that we are as wasteful individually as in the national sphere, and that personal thrift is as much needed as collective thrift. That lesson is reinforced when we read of men once eminent, rich and prosperous, dying in alms-houses because they never recognized the necessity for saving. Let us come nearer home with the argument. There are ten thousand mortgaged homes in this city to-day in which every ounce of energy is devoted to keeping up appearances, to carrying the daily financial burden-homes in which there is nothing but dark foreboding when a look is cast forward to old age. To the hundreds of thousands of Canadians who are living up to their income, or just a little beyond it, Mr. Bastedo's address should appeal mightily.

The Parliament of Canada has gone a long way to encourage the people of the Dominion to make provision for old age. It has established a Government Annuities system, under which it is hoped ultimately to make provision for the declining years of the great mass of the people. The Government pays the entire cost of management, and every dollar put in comes back to the annuitants with four per cent. compound interest. The money may be paid in at any money order office; it cannot be withdrawn, or seized for debt, or used in any other way. At 55 years of age, or later if preferred, the annuity begins, and continues till death. By supplementary provisions, if it is desired, the money paid in—should the depositor die before the annuity begins—is returned to his or her relatives with 3 per

cent. interest. Should anyone begin to pay for an annuity and be unable to keep up the payments, the amount—if insufficient to provide \$50 per year of annuity—will be returned when the depositor reaches the age of 55, together with 3 per cent. compound interest. In effect, therefore, there is placed at the disposal of every man, woman and child in Canada, without cost other than the expense of administration borne by all the people of Canada, a safe, convenient and simple way of providing for old age.

The movement is worthy of the encouragement of all leaders of public opinion. The young do not so well understand the shadow cast before by an old age of penury or financial anxiety as those of maturer years. They need sometimes to be reminded how that prince of good fellows, Robert Burns, looking back over a youth of folly and extravagance, sadly penned the lines:

"But pleasures are like poppies spread;
You seize the flower, its bloom is shed;
Or, like the snowflake on the river,
A moment white, then melts forever."

The Cultivation of Rice.

Rice, the staple article of diet of nearly two-fifths of the world's inhabitants, is grown largely in the Orient, more especially in Burmah, China, India, and Japan.

The various species, their characteristics, etc., are too numerous to come within the scope of this article; suffice it to say that the variety generally recognized to be the most nutritious comes from Burmah and Japan and owes its nutrient qualities to the amount of gluten and starch in its composition.

The cultivation of rice is carried on to-day in precisely the same way it was a thousand years ago; with primitive implements and manual labor, aided by the use of bullocks and buffaloes.

Water is absolutely essential to the successful cultivation of rice, and as the young shoots have to grow in it, the holdings are cut up into minute fields (sometimes as small as one-tenth of an acre) by small mud walls, or "bunds," as they are more generally called, about 18 inches high and 1 foot thick.

The ordinary method of cultivation varies but slightly in different countries, but the following, the Burmese method, is illustrative of them all.

Towards the latter end of May the "Monsoons" break up and the rain starts to fall. The reader must understand that the average rainfall in the rice growing coun-

tries varies from 60 inches to 506 inches, but the latter is unusual and confined to local areas, the mean being about 90 inches, most of which falls between May and December.

The hard, sun-baked ground being literally soaked, the rice cultivator brings out his plow and water buffaloes and makes a start. A word as to his plow may be of interest to our readers as showing the contrast between Oriental and Occidental methods. The Burmese plow is fashioned out of the limb of a tree, usually teakwood, and has no share as we understand it, being simply sharpened to a point and hardened in a fire and tipped with a sharp iron nose. Wheels are not needed owing to its lightness; and it has only one handle. The pole being attached to the lower end of the implement with a heavy wooden yoke on the fore end, does away with the need for harness altogether except one "line" from each of the beasts' noses—which are pierced with a heavy copper ring—by means of which the Burmese manages his animal as well as if he had a bridle and bit.

All the fields being flooded, the women folk will either sow a field broadcast, or else throw the seed onto bamboo mats, which are kept moist, thus forming a nursery for the seed to germinate in. This it does in the course of three weeks or a month. His land being now plowed, before it is ready to receive the seed the rice farmer starts his harrow, if we may so call it, but "clod-breaker" would better describe this implement. It is a log of teak about 6 inches in diameter, having six or eight iron blades let into it and protruding about nine inches all round like the spokes of a wheel. A shaft is held in position at either end by a spike driven into the log, allowing the "harrow" to revolve and crush or cut any obstacles it may meet.

Having harrowed his land, all is now ready for the seed, with the exception of cutting the weeds, which is done with a "dah," or three-foot knife, wielded by hand. The seed is then transplanted in rows about six inches apart, each shoot being from three to six inches from its neighbor. One would naturally suppose that the shoots are planted upright, but this is not the case, a considerable slope being given to each shoot, the reason for which will appear later on.

By this time June has come and gone and nothing further is done until the end of October, when the "paddy" has flowered and the ear, though still green is filling out; it is then all carefully beaten down close to the ground, in the direction of the above mentioned slope, to save the ripening crop from being scattered by the wind, a contingency to which it is very liable.

Harvesting starts usually in the second week of December, when men, women and children all armed with sickles having a serrated edge like a file, start to reap the crop. The stalk is cut at the top near the ear and the rest of the straw is left in the ground for the cattle to pasture on. All the fields being reaped, the "paddy," as it is called, is spread out on a field which has been prepared by stamping the earth until it becomes hard. Here it is allowed to dry for a day or so, and is then threshed out by "treading" with bullocks and buffaloes. To separate the grain from the chaff, it is winnowed by being thrown by hand into a large bamboo sifter having a small mesh; the grain falling into a mat spread below whilst the chaff, etc., is carried away by currents of air produced by the use of large fans rapidly waved to and fro by the women.

For home consumption the rice is separated from the "paddy" by pounding in a large wooden mortar with a pestle which weighs about 20 lbs., and is placed at the end of a six foot pole, with the pivot placed a foot from the other end.

For export the rice is all husked, cleaned and polished by machinery in the mills in Rangoon and elsewhere, the trade being in the hands of Scotch and German firms mostly.

Burmah exports nearly 3½ million tons of rice to Europe and South America annually, and as it fetches as much as 40c. per bushel of 49 lbs. on the field, it can be readily believed that some of the Burmese cultivators are well-to-do men.

The output per acre varies from as much as 110 bushels on first-class soil to forty-five on third class land, the average running to about sixty bushels per acre.

Defending Colonial Trade.

Dreadnoughts are not the only means of defense required by the British. This was clearly stated by Admiral Lord Charles Beresford during his mission in Canada. He said:

"We want cruisers, and will have them. If the trade route between Canada and Britain is not kept clear during war, disaster will follow. Armed tramps are what we fear during war, and it is cruisers that must be depended upon to prevent commerce being destroyed by them. For the colonies cruisers are much better, as the idea of protecting Britain and weakening the defense of the colonies is all wrong."

Possible Employer.—"But we are slack ourselves. If I found you anything to do it would be taking work from my own men."

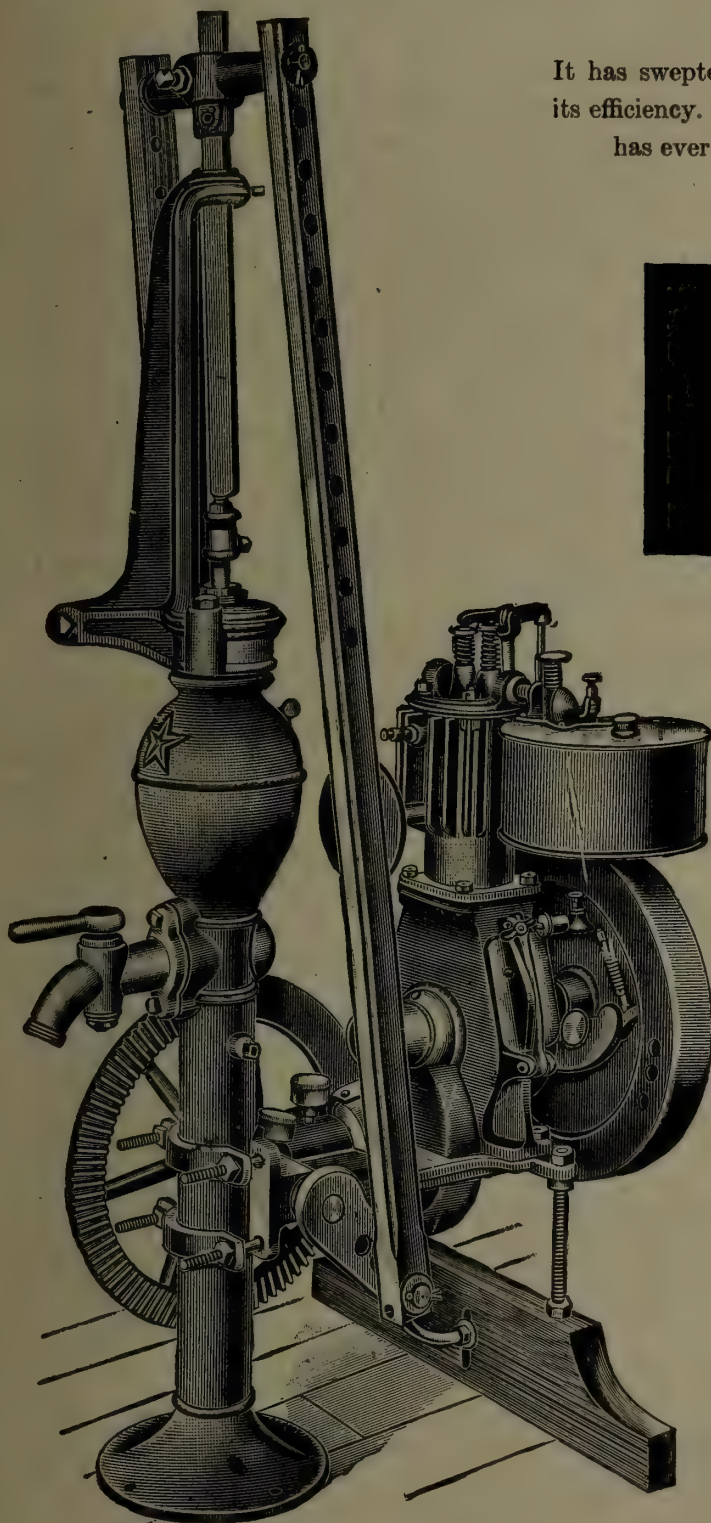
Applicant.—"The little I should do wouldn't 'arm nobody, guv-nor."

THE FASTEST SELLING GASOLINE ENGINE

The Fuller & Johnson Farm Pump Engine is **first** in sales to-day.
It is proving a bonanza for dealers, who find it in Great Demand.

It has swept the farmers off their feet because of its novel construction, its convenience, its efficiency. Wherever placed on exhibition, they swarm to see it perform. No engine has ever met with such immediate and widespread sale. It's absolutely unique.

Farm Pump Engine



Complete in itself! Needs no pump jack, no anchor posts, no cement foundation, no belts, no towers, no arms. Means "goodbye" to windmills. Our tremendous advertising campaign in farm, stock and dairy papers reaches millions of farmers **every week**. The thousands of letters received from these advertisements are at once turned over to our dealers. Sales are simply enormous.

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We want to hear from the liveliest wire in your town. Write for our Big Proposition. You will hear something worth while. Write now or you may lose out on the agency.

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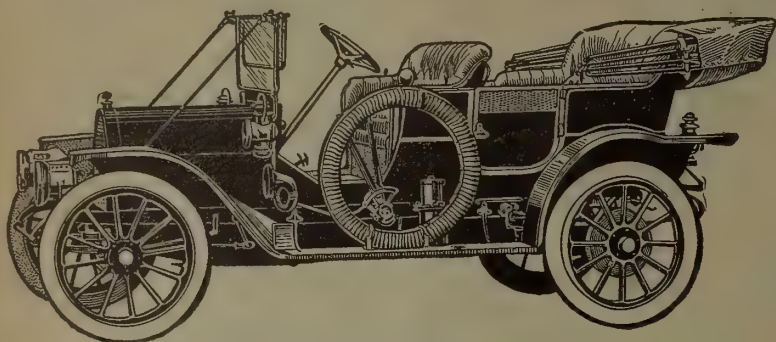
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We want a good live Agent in every town and city in Western Canada. We have the best proposition to offer in the game. Are you open to talk BUSINESS? If so, write us for our catalogue and our traveler will call on you later and show you. The Mighty Reo, built in Canada, better value than any other automobile in the market.

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Galvanized Steel Towers for all purposes.

Galvanized Power Windmills 12, 13, 14, 15 and 16 foot sizes.



Grain Grinders, 5 sizes.
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IT MAKES ME SMILE.

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Because we have increased our plant to a capacity of 100 finished gasoline engines every working day, or 30,000 a year. Every time the clock ticks off six minutes of the working day, we can finish one more Waterloo Boy Gasoline Engine. Think of it! Ten perfect and complete gasoline engines every hour.

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CANADIAN FARM IMPLEMENTS

VOL. VI., No. 10

WINNIPEG, MAN., OCTOBER, 1910.

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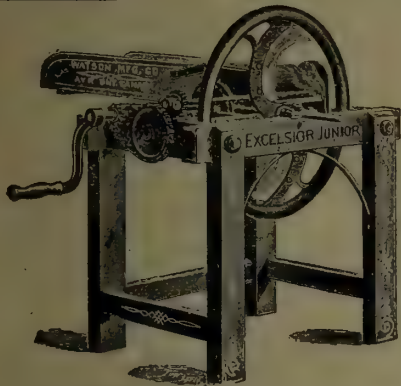
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Factory: Ayr, Ont.

We have the largest line of Straw Cutters being handled in the West. Our machines are right up-to-date, being equipped with stop, start and reverse levers, best English knives, well braced frames.

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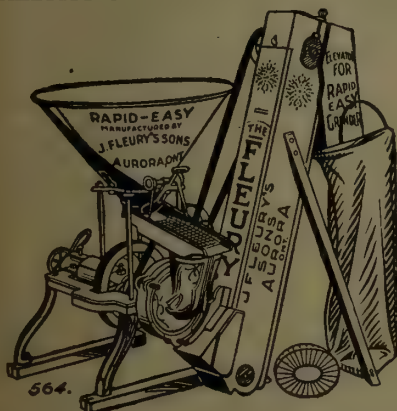
Forty Years' Experience in the Making.

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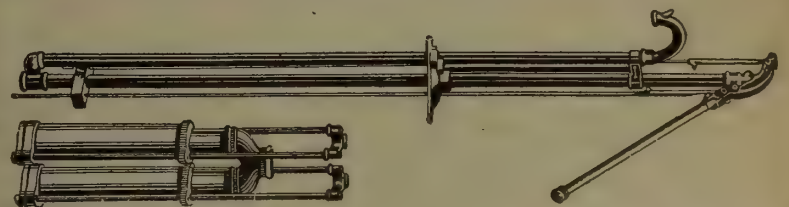
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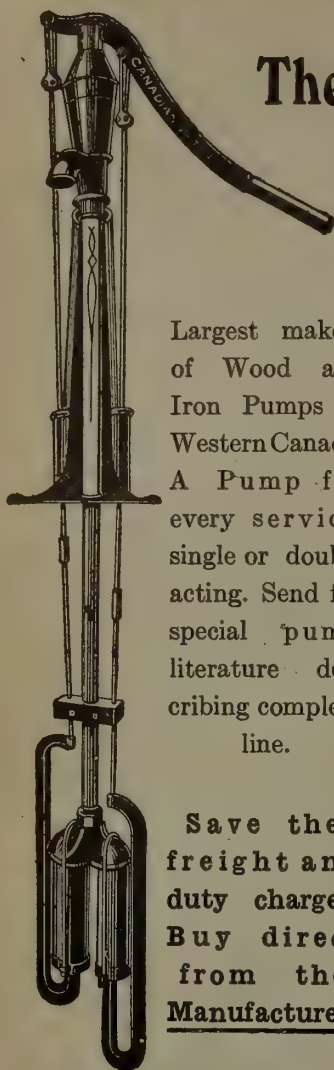
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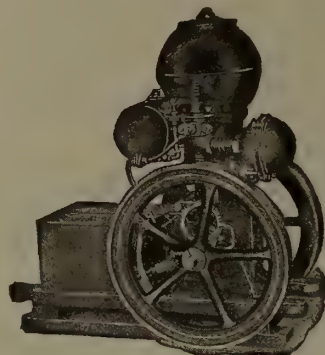
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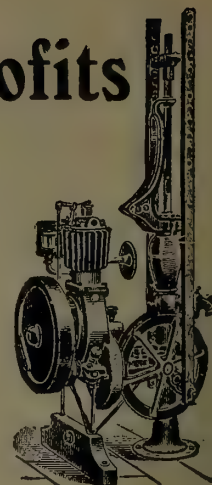
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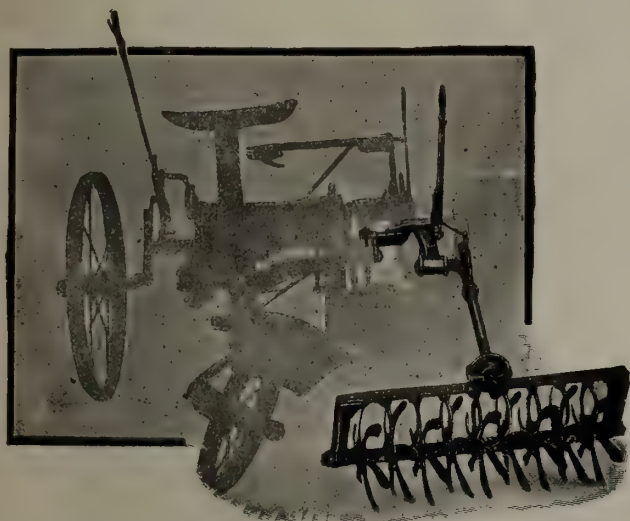
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This Plow attachment pulverizes and levels the soil as it is fresh turned and moist, thereby making a perfect seed bed before the ground gets lumpy and dries out.

It is light running and requires no more horses than for ordinary plowing. Made for Sulky and Gang Plows.

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These blades are self-cleaning and cornstalks or trash cannot lodge.



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is destined to become the greatest farm labor-saver of the age. It does the work far BETTER and EASIER than the old drag, because of the DRAW CUT blades, and also because the ground is easiest pulverized and leveled when it is fresh turned.

When your plowing is done, your harrowing is done. By all means SEE this great HARROW-ATTACHMENT. It will save the farmer DOLLARS, TIME and TROUBLE.

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A comparison of the losses on buildings which are protected by well constructed lightning rods and those without such protection shows that the lightning rod is almost a positive safeguard against loss from this cause.

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In ten years the lightning loss in Maine increased from \$26,030.00 to \$123,094.00. In many southern states there has been as great an increase.

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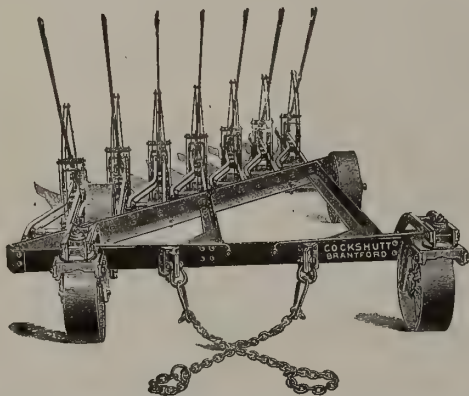
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Made in 5, 6, 8, 10 and 12 Furrow Frames

Immediately any dealer takes hold of the Cockshutt line of farm implements, he lays the foundation of a solid substantial and increasing business.

Practically every Cockshutt dealer in the Western Provinces has had a record year. Sales were good all round---lots of new customers were secured and the old ones came back again to show that past experience has taught them the high quality and durability of Cockshutt goods.

The personal recommendation which one farmer offers another is one of the most profitable assets to the Cockshutt

We Manufacture

PLOWS
SEEDERS
HARROWS
CULTIVATORS
&c. &c.



New Jewel Gang
Made of Steel and Malleable Iron

Get The Agency For

Write Us

dealer. The co-operation which we and our corps of sales men place at the disposal of every Cockshutt dealer closes many a sale. The extensive advertising which we conduct in all the best agricultural papers through the west is a great help to our dealers.

Add to this the sterling quality of Cockshutt implement---their proven durability and strength---the reputation they have made for themselves in the field---put all these factors together and you must agree that the Cockshutt Agency is the most valuable in the farm implement line.

COCKSHUTT

Brandon

Regina

Saskatoon

They Every Year By Selling n Implements

Customers

Repeat Orders

Remember, all Cockshutt implements are made in Canada by a firm that has made a long and searching study of the different soil conditions of the west---a fact that has contributed very largely to their success.

We make a large variety of plows, from the light garden type to the huge 12-furrow Engine gang. Our plow shares are heavier than those made by any other manufacturer anywhere. We make the famous Cockshutt Single Disc and Double Disc Drills---the most perfect seeders ever introduced in the West.

Cockshutt Implements

At Once

No matter what the needs of your customers may be in the way of farm machinery, we can fill them.

We are also sole agents in Western Canada for Frost & Wood Farm Implements, Adams Wagons, Brantford Carriages, Kemp Manure Spreaders, Admiral Hay Presses, Hoover Potato Diggers, Aspinwall Potato Planters, etc. If you want to sell the best line of Farm Implements sold in Canada---if you want to build up a big, profitable business and keep on good terms with your customers, sell Cockshutt Goods. Write us to-day for Agency and our traveller will call.

COMPANY
TED

WINNIPEG

on

Calgary

Edmonton



Cockshutt Disc Drill
Made with Single Disc, Double Disc or Drag Shoes

We Represent

Frost & Wood Farm Implements
Adams Wagons
Brantford Carriages
Kemp Manure Spreaders
Admiral Hay Presses

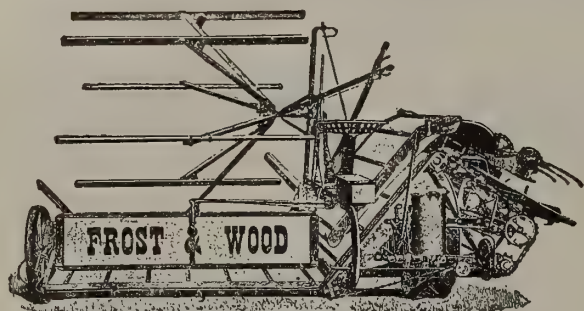


No. 1 Out-Throw Disc Harrow

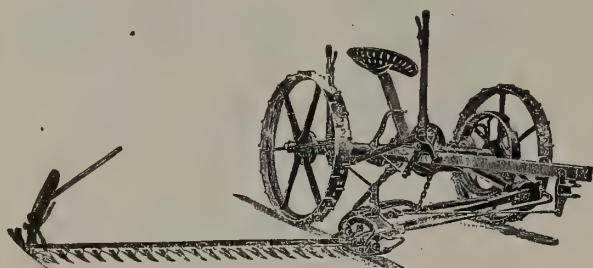
To Make 1911 A Banner Year, Sell

FROST & WOOD

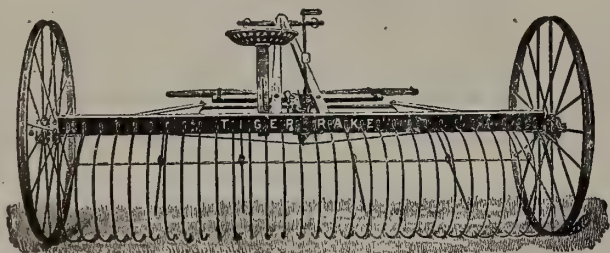
FARM IMPLEMENTS



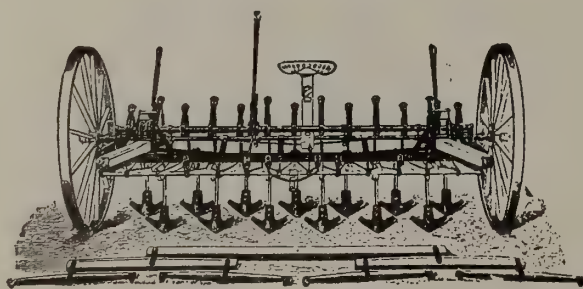
Improved No. 3 Binder



Standard No. 8 Mower



Tiger Rake



Climax Cultivator

The profit that Cockshutt-Frost & Wood dealers make does not come alone from the actual sale of each of our implements but from the many repeat orders which invariably follow every sale.

The farmer who makes the acquaintance of any Cockshutt-Frost & Wood dealer for the first time keeps on patronizing that dealer for all his farm machinery, because experience in the field teaches him that our goods are efficient, practical and durable—money, time and labor savers—and that the dealer is the man who puts quality above all things else.

A pleased customer is the best advertisement you can possibly have—the farmer who invests his money in any piece of Cockshutt-Frost & Wood machinery is never slow to tell his neighbors about it, and our dealers thus profit by these frequent recommendations. Bear these facts in mind.

**Write our Agents for Western
Canada at once and have their
Traveller call on you**

Here are four samples of dependable, practical, Frost & Wood implements. Quality and good workmanship have entered into their entire construction. Our Binder is built in three widths, 6 ft., 7 ft. and 8 ft., having force feed elevators capable of handling all kinds of light and heavy grains. Our Mowers are built to cut from 4½ feet to 6 feet, are liberally equipped with Roller Bearings ensuring durability and light draft. No trouble or backing up to start cutting—as soon as the bar is dropped and the team started, the knives begin their work immediately.

Our Tiger Sulky Rakes are built in 8 ft., 9 ft. and 10 ft. sizes. The teeth, which are entirely operated by a handy foot lever, are made of a special quality of spring steel, well tempered and flexible.

Our "Climax" Cultivators are big trade pullers. Made in two sizes, 8 ft. (13 teeth) for four horses and 6 ft. (9 teeth) for three horses. Regular equipment, two inch and ten inch points.

Sole Agents for Western Canada

COCKSHUTT PLOW COMPANY LIMITED **WINNIPEG**

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. VI., No. 10

WINNIPEG, MAN., OCTOBER, 1910.

SUBSCRIPTION PRICE IN CANADA } Per Year, \$1.00
Per Copy, 10c

Development of Traction Plowing

PART IV.

Gasoline engines, using this term to designate all of the oil burning internal combustion class, present a great variation in type, having so recently been developed as to lack the standardization possessed by steam traction engines. The four cycle motor is universally used. Most of the smaller tractors are of the single cylinder type, which is the most economical of fuel but not so steady in running as multiple cylinder types, on account of the longer interval between power strokes. On account of the limitations to the size of cylinders this type must necessarily continue to be made in small units, the more powerful tractors now on the market using two, three, or four cylinders. These may be either vertical or horizontal, and if horizontal either "twin" or "opposed," i.e., either side by side or in line on opposite sides of the crank shaft. The larger the number of cylinders the more complicated the motor, but usually the more smooth running, owing to the more nearly continuous succession of power strokes. Two opposed pistons in a single cylinder are used on one type. The variation in engine speed is considerable, ranging from 220 to 1,600 revolutions a minute, but as a rule not over 550 revolutions are made at normal speed. Differences in the method of governing, ignition, reversing, and cooling are notable, the latter including air, water, oil and steam cooling devices. Practically all tractors are gear driven, but great variation as to the height and width of traction wheels is found.

A few types are equipped for burning either gasoline, kerosene, or distillate (low-grade kerosene), although no motor has as yet been developed which will handle the different fuels equally well under all conditions. Distillate is largely used on the Pacific coast, but is not easily obtainable in other sections. Kerosene is used to a great extent in at least two of the leading plowing tractors. Both kerosene and distillate are cheaper by the gallon than gasoline,

and reports from correspondents indicate that the fuel cost per acre is less also. Alcohol is not as yet a commercially important fuel for traction engines. Opinion as to the relative merits of kerosene and gasoline is divided. The former may be used successfully where the engine is operating under a full and rather constant load, as in plowing, but owing to its heterogeneous composition it does not give such perfect combustion under varying conditions as does gasoline. As a rule, from one to two gallons of the latter, are used per day for starting and warming up the kerosene motors; hence its use is seldom entirely dispensed with. The rapid development of internal combustion engines for marine, automobile, traction and stationary purposes has increased the demand for gasoline and the rate of exhaustion of the supply, so that it seems only a question of time when the less volatile oils will of necessity be used extensively in tractors. For the present, however, gasoline remains the standard fuel and the majority of new tractors are being designed primarily with a view to its use.

COST OF PLOWING WITH GASOLINE ENGINES.

As is the case with steam engines, the practice of using gasoline motors for plowing is so new that satisfactory figures regarding life, repairs, etc., are not to be had. It follows, therefore, that figures on the cost of plowing are not conclusive except as regards the expenses which may be designated as current. The first successful gasoline tractors were put on the market about 1903, and comparatively few have been out long enough for operators to become thoroughly familiar with what may be expected of them, yet the figures given in the following pages may be taken as indicative of their practicability.

With regard to the factors of interest and depreciation the same general points will apply to gasoline as to steam engines. It is doubtful whether the com-

parative wear in plowing and threshing will be in the same proportion as with steam engines, as the gasoline engines are less likely to be overloaded in plowing. Gasoline engines when first developed were stationary and could be rated on the same basis as stationary steam engines or in comparison with horses on a small horse power. Later on some of these same engines were mounted on traction trucks and given the same rating as before. This naturally confused purchasers, who expected these engines to draw the same load as steam en-

load. On this account it is probable that gasoline engines as a whole pull loads more suited to their normal and durable power than do steam engines. On the other hand, owing to the smaller margin of brake horse power over and above the nominal rating, they are more likely to be crowded to their limit in running separators or other machines driven by belt power. A leading manufacturer of gasoline engines estimates the wear and tear at 70 and 30 per cent, respectively, for plowing and threshing, when given equal length of service. Other authorities who have

Table V.—Data in reference to gasoline plowing outfits operated in the southwestern and northwestern sections of the United States and in Canada.

Work accomplished, etc.	Southwest.	Northwest.	Canada.	All outfits.
Number of outfits	10	11	11	26
Aeres plowed annually for self	479	335	.....	399
Aeres plowed annually for others	362	300	.....	316
Aeres plowed annually, total	841	635	.....	715
Percentage of custom plowing	43	47	.....	44
Size of engine (horse power)	22	22	22	22
Cost of engine	\$2,254	\$2,300	.....	\$2,300
Number of plows used b	12	6.77	7	.....
Width of furrow cut (feet)b	8.83	7.9	7.93	8.18
Cost of plows	\$347	\$244	.....	\$294
Hours of work each day	10.1	10.55	.....	10.23
Mies covered each day	17	18.25	16.8	17
Aeres covered each day	17.4	17.5	16.1	16.94
Days of plowing for the year	48	36	.....	42
Men employed c	2	2	2	2
Labor and board (by day) c	\$7	\$7	.....	\$7
Quantity of fuel used each day (gallons)	53.6	49.4	450	49.2
Quantity of fuel used for each acre (gallons)	3.08	2.8	43.1	2.9
Cost of fuel for each day	\$5.26	\$7.31	.....	\$6.27
Cost of fuel for each acre	\$0.302	\$0.418	.....	\$0.37
Cost of fuel (gallon)	\$0.098	\$0.147	.....	\$0.1275
Cost of oil for each day	\$0.505	\$0.462	.....	\$0.487

aData from correspondents only, including several scattered outside of the two principal sections.

bThe figures for the northwest are for moldboard plows and for the southwest for disk plows; the average of all outfits includes both.

cTwo men were reported in all but few cases, and this number were recommended as a most satisfactory crew. No horses are included, as the reports indicate their use for only a few hours each week, if at all.

dUnited States gallons.

gines of equal rating. Serious disappointment to the users and damage to the tractors were the result. A few makes of gasoline tractors were given a nominal rating, based on the number of horses which they would equal in effective pull, though the various manufacturers took different bases for the ratings. Operators soon found that gasoline tractors could not be forced beyond the maximum of power, developed at the time of explosion, and were not to be relied upon for getting out of serious difficulty when already pulling a full

given thought to this point are of the opinion that, with the exception of such makes as have a low nominal rating in proportion to actual horse power, gasoline engines as a class will be worn almost equally by plowing and threshing. Taking the whole class of gasoline tractors, it is probable that a division of wear and tear and interest on the basis of 60 and 40 per cent. for the two operations will be as accurate as can be assumed at this time.

The life of gasoline tractors will at present depend very

largely upon the make, owing to the large number of experimental machines which are being offered. However, since the data contained in this article are taken only from those makes of tractors which have demonstrated for several seasons their prac-

plow repairs will be proportionately less. The cost of miscellaneous equipment usually will be covered by \$100, as provision must be made for but two men and the transportation of a comparatively small quantity of fuel and water.

Table VI.—Acre cost of plowing with gasoline engines (including some harrowing), in the southwestern and the northwestern sections of the United States.

Details of cost.	Southwest.	Northwest.	All Outfits.
Interest on engine	\$0.103	\$0.139	\$0.124
Depreciation on engine .....	.214	.29	.257
Repairs on engine .....	.10	.10	.10
Interest on plows .....	.023	.022	.023
Depreciation on plows .....	.041	.038	.041
Repairs on plows .....	.034	.057	.041
Interest and depreciation on miscellaneous equipment .....	.009	.012	.011
Labor and board .....	.402	.40	.413
Fuel, usually kerosene .....	.302	.418	.370
Oil, etc. ....	.029	.026	.029
Total	1.257	1.502	1.409

ticability in the hands of a number of operators, the assumptions made in connection with the life and service of steam engines may be repeated here and the same rate of interest and depreciation taken. Estimates from a number of operators of the internal combustion tractor now in most common use place the life of the outfit at ten years, and although this is probably in excess of the actual service the exact figures can not be determined, as practically none of the standard outfits have been abandoned on account of wearing out.

Repairs to engines are estimated at 10 cents an acre and \$100 a year, respectively, by two officials of the company making the tractor just mentioned, these amounts being deemed ample to keep all parts in perfect order and recommended as being economical expenditures on the part of the purchaser. The former figure supports the estimates of several correspondents and may in this case be fairly assumed as correct. The plows used are of the same type as those employed with steam engines, though of course fewer in number, and the

The labor cost of operating gasoline outfits is usually limited to the wages and keep of two men, one for the engine and one for the plows. This is true regardless of the size or make of the tractor. Horses are used but a few hours a week, if at all. In many sections gasoline is delivered in the field by the dealer,

and board of the two men required will probably cover all but a very few cases. The figure allowed for labor includes the wages of a first class engineer, as, notwithstanding the simplicity of gasoline engines, skilled labor is as essential to the best results as with steam engines. Board is allowed at the rate of \$1 per day, and a small charge for the occasional use of a team easily may be covered by the figure given for labor cost. The other items of cost as figured from the reports of twenty-six correspondents using one of the leading plowing tractors are given in table V. The column headed "Canada" includes reports from eleven Canadian operators of this same tractor, published by "The Canadian Thresherman and Farmer" in its annual plowing numbers from 1905 to 1909, inclusive:

Table VI., showing in detail the estimated cost of plowing with gasoline tractors, is based upon the foregoing averages and assumptions and should be analyzed rather than

cost, based on the horse power estimated to have been consumed, is chargeable to harrowing and other operations. This is ascertained to be 3 per cent. in the northwest and 11 per cent. in the southwest; consequently, the corrected acre cost of plowing only should be \$1.457 and \$1.119, respectively. However, no charge for the labor and cost of moving has been included, nor for labor on days when owing to bad weather or breakage no plowing was done. In most cases the crew of two men of a gasoline outfit could more easily find employment elsewhere during unfavorable weather than the larger crew of a steam outfit, and, as has been pointed out, fewer idle days from this cause are the rule, owing to the lighter weight of the engine. Perhaps one day in four would be a fair estimate of time lost from all causes. If the expenses of a five-mile move, together with the board and a half day's wages of the two men, are allowed on each idle day, the extra expense to be borne by each day of productive labor would be from

Table VII.—Comparative performance of gasoline tractors in breaking and plowing in the northwestern section of the United States.

Details of cost, etc.	Two cylinder, 22 horse power a			Four cylinder, 30 horse power.b		One cylinder, 20 horse power.c	
	Breaking.	Plowing.	Mean.	Breaking.	Plowing.	Breaking.	Plowing.
Gallons of fuel used each day	51	51	51	45.1	43	24.2	26.8
Gallons of fuel used for each acre	3.32	2.26	2.79	3.42	2.29	2.28	1.94
Average price of fuel (gallon)	\$0.151	\$0.141	\$0.146	\$0.16	\$0.16	\$0.16	\$0.16
Cost of fuel for each day	\$7.72	\$7.20	\$7.46	\$7.24	\$6.87	\$3.87	\$4.28
Cost of fuel for each acre	\$0.512	\$0.318	\$0.415	\$0.548	\$0.366	\$0.365	\$0.31
Cost of labor for each day	\$7	\$7	\$7	\$7	\$7	\$7	\$7
Cost of labor for each acre	\$0.465	\$0.31	\$0.388	\$0.53	\$0.372	\$0.66	\$0.507
Cost of labor and fuel for each acre	\$0.977	\$0.628	\$0.803	\$1.078	\$0.738	\$1.025	\$0.817
Cost of oil for each acre .....	.....	.....	.....	\$0.06	\$0.043	.....	.....
Number of plows used .....	.....	.....	.....	5.63	8.1	4.25	6
Width of furrow cut (feet)	6.52	10.14	8.33	6.57	9.45	4.96	7
Horse power per foot cut	3.37	2.17	2.77	4.57	3.17	4.03	2.86
Acres covered each day	15.6	22.60	18.83	13.2	18.8	10.6	13.8
Miles covered each day	19.05	18.60	18.83	16.6	16.4	17.6	16.3

aNumber of reports received, 9. bNumber of reports received, 15. cNumber of reports received, 10.

horses thus being dispensed with entirely. Licensed engineers are not usually required with gasoline outfits, and consequently the labor rate is usually lower than with steam outfits. The cost of maintenance is of course less, and \$7 a day for the wages

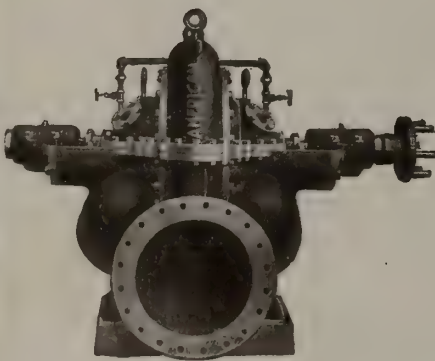
taken as a whole. Harrowing or similar work is included in 27 per cent. of the cases in the northwest and in 80 per cent. in the southwest.

As in the case of steam outfits, a portion of this average

\$1.75 to \$2, or from 10 to 13 cents an acre, thus offsetting the reduction for harrowing.

Table VII. includes data furnished by operators in the northwest on three types of gasoline tractors, distinguishing between breaking sod and plow-

THE STANDARD by which OTHERS are JUDGED



is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type.

Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

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ing stubble, as regards fuel consumption and acreage per day. In the case of the two cylinder tractor the mean between breaking and plowing is given for the purpose of comparison with the figures presented in Table V.

The two cylinder tractor is frequently operated with kerosene and hence shows a lower average price per gallon of fuel. Labor is assumed at the rate of \$7 a day, although this is in excess of the average reported by the majority of operators. It will be noted that the acreage in plowing is 150, 142 and 130 per cent, respectively, of that in breaking, while miles a day and the daily consumption of fuel are practically the same. The labor cost would remain the same for both kinds of work, and since the engine is usually loaded approximately the same in either case the daily figures for interest and for wear and tear would remain stationary. The variation in plow cost is so slight that for practical purposes the comparative cost of breaking and plowing can be considered as in inverse ratio to the width of furrow cut. Taking 1.4 as the ratio between the acreage in plowing and that in breaking, and assuming the daily expense to be the same in both cases, the figures shown in Table VI. would indicate that without harrows attached the outfits in the northwest break prairie at a cost of \$1.70 an acre and plow in stubble at \$1.214, while those in the southwest accomplish the work at rates of \$1.466 and \$1.05 an acre, respectively.

COST OF PLOWING WITH HORSES.

The cost of plowing with horses under conditions obtaining on three groups of farms in southeastern, southwestern and northwestern Minnesota, averaging, respectively, 166.9, 297.06

and 378.26 acres, is published in Bulletin No. 73, Bureau of Statistics, United States Department of Agriculture; also the cost of a single farm of 1,820 acres in northwestern Minnesota, the data from which are not included in other averages. The figures cover a period of six years, from 1902 to 1907, inclusive, and a cultivated acreage of approximately 5,000 acres a year. The average annual cost of keeping a work horse in the grain-growing section is ascertained to be \$65.23 on the large farm mentioned and \$75.07 on small farms averaging 378 acres each. The cost per hour of horse labor for all sections is as follows: Southeastern farms, 9.25 cents; southwestern, 8.36 cents; northwestern, 7.32 cents; on the large farms, 7.46 cents. The average annual cost given is divided by the average number of hours' work done annually by each horse and includes the following items: Interest on investment, depreciation, harness depreciation, shoeing, feed, labor, and miscellaneous expenses.

(To be continued.)

Guard against Fire.

A. Lindback, Fire Commissioner.

While fire danger is always present this is pre-eminently the time of year when the heating apparatus and its connections, as well as the chimney, should be given a careful inspection and overhauling.

It behooves every property-holder and tenant to exercise as much care and effort to prevent the starting of fires, as to prevent the spreading of contagious diseases.

Eighty per cent. of our continually increasing fire loss is chargeable to down-right, reckless carelessness, and could be

avoided if the sense of individual responsibility towards neighbor and community was developed to the same degree as it is in the matter of coping with disease.

No buildings, residence, warehouse or other business place should be without some simple apparatus for extinguishing fires.

A considerable portion of fires that start in the roof from defective chimneys or sparks from neighboring chimneys get beyond control for want of a ladder; sometimes the attic can only be reached in that way when the interior is impassable on account of smoke—not having it when needed the building and contents and very often lives are sacrificed when a little forethought and an insignificant expenditure would have prevented disaster and the annihilation of years of saving.

No residence or other building should be without some means of extinguishing a starting fire, either in the form of fire buckets set aside and kept full of water for that purpose only, or chemical fluid extinguishers, of which there are now some twenty-five different makes approved by the Underwriters' Laboratories, and selling from \$5 upwards.

The many fires recorded, for which there is no explanation, are mainly due to the failure of providing a proper watch and care of premises during the times when they are not occupied.

No warehouse, manufacturing plant, or building containing valuable stocks should be allowed to stand uncared for at any time.

In arranging the stock in warehouses, care should always be taken to keep the aisles, windows and fire escape exits free from obstructions; while all empty and unoccupied buildings

should be properly locked and the windows boarded up.

Special Household Science Course

At the last meeting of the Board of Directors of the Manitoba Agricultural College, arrangements were made to carry on a course in Household Science commencing January 10th, and continuing until April 1st.

This course is intended to be of benefit to all young women from Manitoba homes whether in town or country who desire instruction in Household Science. Subjects to receive most attention will include: cookery, home furnishing, home nursing, sewing, sanitation, laundry and hygiene.

Owing to the residence of the institution being occupied by young men, students of Household Science will be required to room in the city. Arrangements are being made, however, whereby it is believed a through car for students will run direct to the college each morning in time for lectures.

Will China Produce Wheat?

There are said to be millions of acres of low-lying land in China that can be made available for wheat culture by reclamation processes. Steps already have been taken to reclaim a tract of 140,000 acres and on its success or failure will hang the fate of attempts of a similar nature as well as the prosperity of millions of inhabitants in the Celestial Empire. The promoters of the enterprise believe that wheat will bring better returns than rice and that its cultivation can be accomplished more easily and cheaply.



The "BT" Stanchion

Wait for the "BT" Man

During the next few months our travellers will canvas the West, appointing Agents for the coming year. If you are open to take hold of a good side line, here is a chance to increase your profits considerably.

The "BT" Line includes:

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RACK CLAMPS**

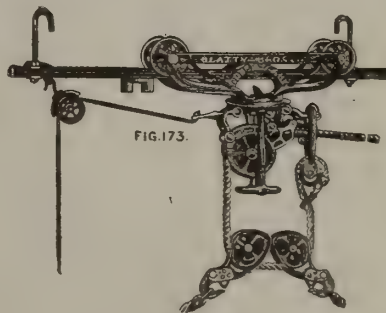
**STEEL STALLS
HAY TOOLS
SLINGS, etc.**

It is a clean line. You have no second-hand stuff to dicker with and the profits are large.

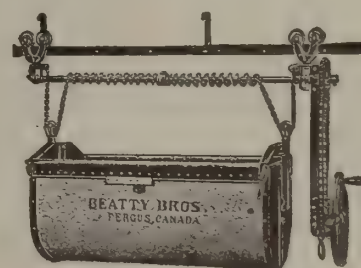
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The "BT" Sling Car



The "BT" Litter Carrier

BACK TO THE LAND

James J. Hill in New York Journal

It seems curious to me that almost all countries, including our own, should, until taught by misfortune, fail to recognize the primary and indispensable place of agriculture in sound national development.

The United States is now realizing to the full just how important the farmer is to the nation, but is it not sad that it should take the highest prices ever known for food—the misery and suffering and deaths that are caused by these high prices—to make it wake up to what should be a self-evident proposition?

It may be that middlemen, that food-holding corporations have something to do with the phenomenally high price of necessities in the United States, but they have not all nor a tenth part to do with it, nor could any combination be effective, if there were a sound agricultural basis in this country.

The farm is the stomach of the nation; starve it and the nation dies. Land without population is a wilderness, but population without land is a mob. Our only way to get back to sound, normal basis is to get "back to the farm."

Millions and millions of acres lie undisturbed in the west, in the south and even in the east, waiting for intelligent care. You have poverty-stricken people in your great cities, children who are denied the privileges of education, mothers who must go through life with tear-stained eyes, husbands and fathers with burdens they can ill afford to carry. And why? Because of their nonproductiveness.

I should like to see the government spend millions in the encouragement of men and women going to the country—there to live as God intended they should live—to raise children, produce grain, meat and milk. Then there would be no periods of high prices for foods and the suffering that attends them.

This country, as a government, must ultimately go backward unless we induce the people to go to the farms. The desire has been for the young to get to the city. That desire must be circumvented, dissipated. We must make the country life as attractive to the young as the city is. We must teach them that where the city affords a dollar, the rural communities will contribute two dollars. And that is true, unless one is a genius.

I am no Cassandra, croaking of ill fortune, but I say that unless we can stop the rapid, steady decrease of the percentage of rural population, destruction faces this government.

Never yet has enhanced cost

of living, when due to agricultural decline and inability to supply national needs, failed to end in disaster.

We have almost reached a point where, owing to increased population without increased production per acre, our home food supply will be sufficient for our own needs; within ten years, possibly less, we are likely to become a wheat importing nation; the percentage of the population engaged in agriculture and the wheat product per acre are both falling; at the same time the cost of living is raised everywhere by this relative scarcity of bread, by artificial increase in the price of all manufactured articles, and by a habit of extravagance which has enlarged the view of both rich and poor of what are considered the necessities of life.

Some people say that the trusts make the cost of living high. The trusts say that the cost of living is not high. I can illustrate:

Twenty-five years ago corn was sold at 15 cents a bushel. The price of corn is now 65 cents a bushel. It stands to reason that when corn is as high as it is now a farmer will not raise as many cattle, to which he must feed corn, as he would if corn were only 15 cents a bushel. The result is that fewer cattle are raised, and the price of beef is higher. I mention corn and beef because they serve, as well as any other commodity, to illustrate why the cost of living is high.

The price of corn is high because we are constantly decreasing the percentage of those who raise corn while we are constantly increasing the percentage of those who use corn and its products. In 1790 there were ninety-six men engaged in raising foodstuffs on the farms to every four in the cities who needed foodstuffs, but did not raise them. At the time of the Civil War the number of men engaged in wresting foodstuffs from the soil had decreased to eighty-four, and the number who did not raise the foodstuffs they must have had increased to sixteen. In 1870 there were only forty-seven producers, while the non-producing consumers had increased to fifty-three. In 1880 the producers had diminished to forty-four, while the others had increased to fifty-six. In 1890 only thirty-seven producers were left to feed sixty-three in the cities, and in 1900 there were only a fraction more than thirty-five on the farms to produce food not only for themselves, but for every sixty-five in the cities. I doubt if the census of 1910 will show that there are more

than thirty persons engaged in agricultural pursuits to every seventy who live in the cities.

There you have the ingredients that go to make up the high prices for the necessities of life. Every seventy persons who live in the cities are dependent upon thirty farmers for the raw materials that are necessary to existence. The only way that the seventy in the cities can get the money with which to pay the farmers is to manufacture the raw products of the farm into finished forms, to perform professional service, or to assist in the task of distributing the products of factories and farms. The competition among the seventy to perform the services that are required by the thirty will keep the wages of the seventy low, while the great demand created by the seventy for the products of the thirty will keep the prices of farm products high.

But we do not begin to get full value even for the comparatively small amount of the land cultivated. It has been said that we could raise ten times as much as we do at present; in fact, we could raise 100 times as much. It may seem shocking, but our farmers, as a rule, are far behind the farmers of the continent in their methods. Our farmer needs to be educated; he should be taught to apply to his work the scientific knowledge, shaped now for practical uses, that will raise our average product per acre to something like that of countries which lack many of our advantages of soil and climate.

When great Britain, in what her own people regard as an age of agricultural decline, can produce over thirty-two bushels of wheat per acre, and other grains in proportion, while the United States calls it a big crop when its average raises to fourteen, it argues mere want of intelligence on the part of this country; a failure to grasp the simple reasons for coming hardship and its obvious and natural remedy.

There are four principles which this country must learn if it is not to go the way of Rome and Greece and other civilizations:

First—The people must get back to the land; the unnatural, wicked, killing condition that allows great centers to become congested with non-productive citizens, while the country starves, must be done away with.

Second—The farmer must cultivate no more land than he can till thoroughly. With less labor he will get more results. Official statistics show that the net profit from one crop of twenty bushels of wheat to the acre is as great as that from two to

sixteen, after original cost of production has been paid.

Third—There must be rotation of crops. Ten years of single cropping will pretty near wear out any but the richest soil. A proper three or five years' rotation of crops actually enriches the land.

Fourth—There must be soil renovation by fertilizing, and the best fertilizer is that provided by Nature herself.

When all this is done, and well done, there need never again be an era of high prices.

There are about sixty-five agricultural colleges in this country. Suppose that each of these colleges should put three good, bright graduates into each county as teachers. Suppose that the teachers sent out by each college should be put under the supervision of a high-class scientific agriculturalist—not a mere time-server, but a man who would be interested in his work. Then let these teachers go right out into the country to teach the farmers, instead of requiring the farmers to go to the colleges to be taught.

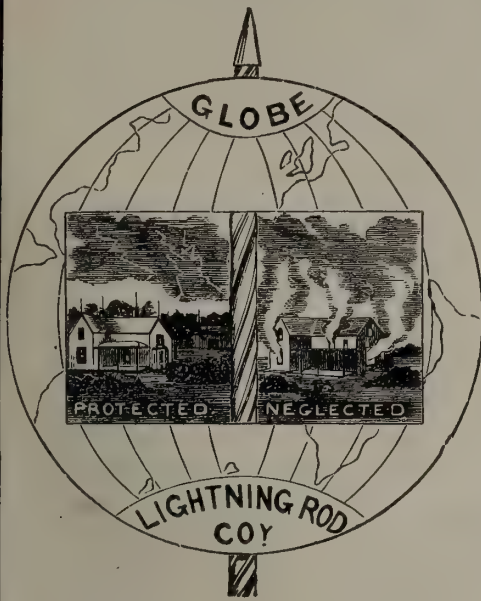
Let a teacher ride up to a farm and say to a farmer: "I have the best seed wheat that is known. If you will prepare and cultivate the ground as I tell you to do, I will supply you with enough of this wheat to sow not less than two acres nor more than four. Will you do it?"

Suppose the farmer says he doesn't want to. "All right," let the teacher say, "I will see if your neighbor does not want to." He will not have to look far before he will find some one who is willing to try the experiment. Then he can teach the farmer who is willing to try, how to prepare his ground. It must be fertilized. If there isn't any fertilizer on the farm, it must be bought. Fertilization cannot be neglected. It is because it is neglected and because crops are not rotated as they should be, that the production of our farm lands has fallen so low.

Well, after threshing time next year, the farmer who wouldn't try will run across the farmer who did try and say, "John, how did you come out with the wheat that that college fellow showed you how to sow?" And John will perhaps say to him, "Oh, it went thirty bushels to the acre."

That will settle the doubting farmer.

It sometimes puzzles one to know where the inventive genius of man is going to stop. For instance, fifteen years ago it was a big day's work to bale eight and ten tons of hay. The power presses now turn out thirty and forty tons, and that capacity will be increased when mechanical tiers are invented, as they will be some day.



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THE GASOLINE ENGINE IN THE DAIRY

Dealers who want to make the most out of the gasoline engine trade must be well posted on the proper erecting and care of the engine, besides merely knowing how to start, stop and lubricate it. Failing a really good knowledge of the subject there are more pitfalls than one would imagine. Especially is this the case when the engine is to be used with shafting and pulleys to drive several machines, such a cream separator, churn, pump, feed grinder etc.

A farmer correspondent of Hoard's Dairyman writes to that publication as follows:

In a recent issue a party asks about attaching a gasoline engine to the cream separator, and is advised to get detailed information from the agents. As selling agents are sometimes so desirous of making a sale that they will sometimes stretch a point, their advice is apt to be misleading. At least I know of one such instance where the farmer bought the engine on the strength of the agent's recommendation that it could be stationed in the small milk room in the barn where he did the separating. The party knew little about gasoline engines at the time and taking the agent's word, ordered the engine, thinking that it could be stationed in

the small room in the barn. When the company's expert came to set the engine up, he soon ordered a different place, and the result was that it had to be set out-of-doors and a building erected over it. So one can not always place strict reliance upon agents' claims and must accept their advice with a pinch of salt.

A gasoline engine may be stationed in any milk room that is large enough, and it does not require a very large space. One should provide a solid foundation, preferably of concrete for both the engine and the separator. The engine can not be connected direct through the separator, but must be operated through a line shaft. A belt from the driving pulley on the engine turns the line shaft, and the line shaft must have a proper sized pulley to connect with the separator. The supply tank, from which the gasoline is pumped by a pump on the engine, must be at least 50 feet away from any building.

In getting the pulleys for the line shaft one must take into consideration the driving pulley on the engine and the pulley wheel on the separator. The speed of the engine is generally at a fixed number of revolutions per minute and the speed of the

separator must be regulated entirely by the size of the two pulleys on the line shaft. One general rule to be kept in mind: If the diameter of the driving pulley (or the one on the engine) is the same as the driven pulley (the one on the line shaft), the revolutions of the driven pulley will be the same as the driving pulley. If the diameter of the driving pulley is less than the driven pulley, the revolutions of the driven pulley will be decreased; and if the diameter of the driving pulley is greater than the driven pulley, the number of revolutions of the driven pulley will be increased. In other words, if the driving pulley on the engine is a 9 inch pulley making 360 revolutions per minute and connects with an 18 inch pulley on the line shaft, the speed of the shaft will be less than that of the engine, or 180 revolutions per minute, as the speed varies in proportion to the diameter of the two pulleys. The same mathematics applies to the pulley on the shaft which connects with the one on the separator, except that instead of being the pulley driven it is the driving pulley.

A simple rule for finding the number of the revolutions of the line shaft per minute is to multiply the diameter of the engine

driving pulley by the number of revolutions the engine makes per minute, and divide the result by the diameter of the driven pulley on the shaft. For example, if the engine pulley is a 9 inch making 360 revolutions per minute and the one on the shaft is an 18 inch:

$9 \text{ (dia. of engine pulley)} \times 360 \text{ (rev. per m.)} \div 18 \text{ (dia. of shaft pulley)} = 180 \text{ revolutions of shaft.}$

The pulley on the shaft may be of any size, but it is desirable to reduce the speed at least half for separating, which is done by getting a pulley twice the diameter of the one on the engine.

Now the separator must be turned at a certain number of revolutions per minute and the problem must be worked backwards. If the pulley on the separator is a 12 inch and must make 50 turns per minute, and the revolutions of the line shaft are 180 per minute, we must find what diameter of the line shaft pulley will run the separator at the required speed. A simple rule for finding this is to multiply the diameter of the separator pulley by the number of revolutions it must make per minute and divide the result by the revolutions the line shaft makes per minute. The answer will be the size pulley required. For example, the separator pulley is a

WHICH CREAM SEPARATOR?

Why handle a common cream separator? There are perhaps twenty-five makes of common machines—and all are about alike, including the "peddler's" variety. Not one of them has strictly modern improvements or exclusive talking points. Handling a common cream separator is like owning a horse that never gets better than third place—you have your full share of work and expense, but too much competition and a mighty small slice of the money.

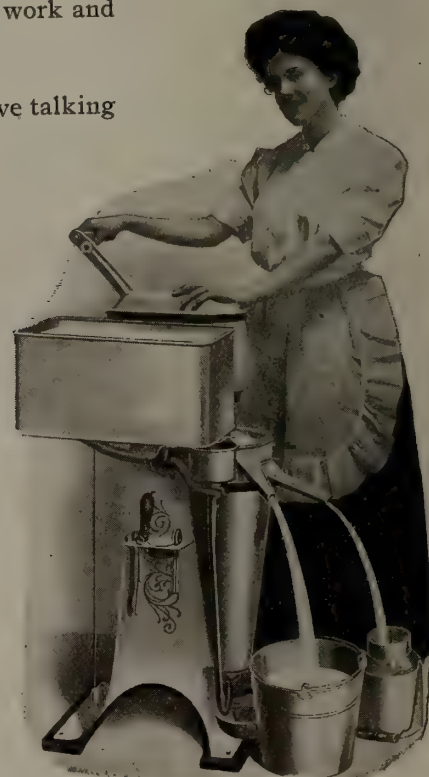
Don't run with a crowd for third place—run ahead of the bunch and win first.

Handle a separator that is strictly modern, wholly different from all others, chock full of exclusive talking points and superior to all others. The famous

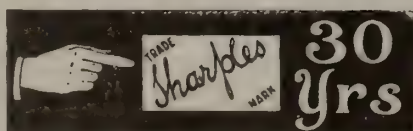
Sharples Dairy Tubular Cream Separator

will do for you what it has done for pushing, prosperous dealers everywhere—put you up front, in control of the separator trade in your territory, and make permanent customers out of those who are attracted to you because you handle Tubulars.

We made the first cream separators manufactured on this continent—and have been steadily at the business thirty years. The manufacture of Tubulars is one of Canada's leading industries. Sales easily exceed most, if not all, others combined. Probably replace more common separators than any one maker of such machines sells. Extensive advertising all the time. Selling everywhere. Dealers only. Write at once for particulars—because promptness in learning about Tubulars is the first step in getting ahead of competition.



The World's Best



The Sharples Separator Co.
TORONTO, ONT. WINNIPEG, MAN.

12 inch and must make 50 revolutions per minute, and it has been previously learned that the line shaft makes 180 revolutions per minute:

12×50 divided by 180 equals $3\frac{1}{3}$, which is size of pulley required.

Thus the pulley generally has to be made specially as it is apt to be an odd size. One cannot substitute the next size to it, either larger or smaller, because it would change the speed of the separator, which is never advisable if thorough work in separating is expected.

The belt from the shaft to the separator should be loose so that the separator will be put under motion gradually. The engine starts out at full speed, but the belt connecting the separator being loose, slips and starts the separator as evenly and slowly as one can do it by hand, and when once started maintains the speed at a uniform, unvarying motion.

A gasoline engine is a wonderful help in separating, doing the work cheaper than one can hire it done or afford to take the time to do it himself. It is not a difficult task to attach it to a separator and may be done by anyone possessing ordinary mechanical ability. The main points are to have solid foundations for

the engine and separator, a line-shaft on which are the proper sized pulleys and a loose belt for separating. Other pulleys may be put on the shaft and these connected with the churn, pump, or mill machinery.

Novel Use for Cream Separators.

In an able article on Para Rubber Cultivation in "Science Progress," Mr. John Parkin, M.A., F.L.S., recently dealt with the extraction of the latex from the Para rubber tree (*Hevea brasiliensis*), with prominent reference to the phenomenon known as wound-response.

It will interest readers of this journal to know that cream separators were successfully used in experiments in tropical America (by Prof. Biffen), the separation of the caoutchouc of *Hevea* latex being effected, as was claimed, by this machine. The author says, however, that while in the case of *Castilloa* the centrifugal separator has been successful, it has not been proved so in regard to *Hevea*. Even with a speed of 11,000 revolutions per minute, Mr. Parkin says no one in the East has been able to effect the separation of the caoutchouc globu-

les of this latex by centrifugal force. Nor does it show, he says, any signs of creaming.

Coagulation is also dealt with in the article, and a slight reference is made to Ceylon experiments, in which it was shown that rubber can be separated from *Hevea* latex electrically. "It is now generally assumed that an acre of Para rubber, when it comes first into bearing at the age of five or six years, will yield 100 pounds of rubber per annum; in the tenth year three or four times this amount may be expected."

In his concluding remarks Mr. Parkin says: "This new industry appears to have a most hopeful future before it. The time, however, has by no means arrived when managers of estates can content themselves with any rule-of-thumb methods." After alluding to it as a gratifying fact that the new tropical industry was almost wholly of British origin, he proceeds: "Thus as a nation we have taken the lead in this new cultivation. May we not lose our hold upon it through paying too much heed to immediate gains, and too little thought to the more distant future."

Don't shake hands with a man as if it hurt you.

Exports of Cream,

The low tariff rate on exports of cream to the U. S. has made itself felt. According to a writer in the New York Produce Review the wide margin that now separates the value of dairy products in the U. S. and Canada is beginning to attract heavier shipments of Canadian cream, in which form butterfat can enter this country subject to only a fraction of the duty it must bear when imported as butter. Reports come from a number of well-developed dairy districts in the Dominion possessing suitable transportation connections with buttermaking points in our northern tier of counties that American buyers have been scouring the country and have secured the entire raw material of many cheese factories on contract. The influence of this invasion is already seen in the cheese receipts in Montreal, at least it is the reason advanced for the lighter arrivals of cheese this year than last, the falling off occurring in the face of pasture conditions far more favorable than those experienced during late August and early September of 1909. It is stated that factories in the eastern townships have notified Montreal dealers that they have contracted to ship cream to the United States at

All EMPIRE Users get QUALITY PRICES for Butter Fat.

The hundreds of thousands of cow owners who are using Empire Cream Separators are taking first grade cream or butter to market, getting top prices, making largest profits. Ask any of the prominent Creameries or some of the Empire users in your district.

Here's the reason—Empires are sanitary separators, so easy to keep clean and perfectly sweet that no taint of old cream or milk ever remains to spoil the next skimming. Both the frictionless Empire and the Empire Disc have simple skimming devices, free from notches, corners, grooves and slots. Every part is get-at-able.

Empires furnish the smoothest, most velvety cream, too, because the simple bowl doesn't break up the butter fat globules. The separators with complicated bowls, having nooks, corners and crevices, cost dairymen thousands of dollars a year in profits lost. Avoid these. Make up your mind to market **quality cream**. There's where the profit is. Make up your mind to get the work and time saving separator also—the easy-to-turn and easy-to-clean Empire.

THE EMPIRE LINE OF SANITARY CREAM SEPARATORS MAKES A NEW RECORD

Forty per cent more cow owners chose Empires last year than in any other year of their long, successful history. No other separator of any price or style even approached this great increase in demand. It simply proves that the dairymen of America are realizing more and more how much **quality** counts in a separator and that they are investigating more carefully before they buy.

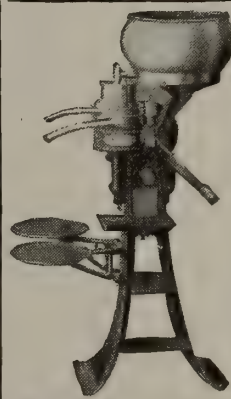
The Best to Use is Always the Best to Sell.

We have an attractive proposition to offer you, whereby you can become **the** separator man of your locality. Just address a postal to

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LIMITED

FROST & WOOD BUILDING WINNIPEG, Man., Canada



Sound Separator Logic

So many claims are made by competing separator manufacturers that it may seem difficult to decide which machine will give you the best service.

Here is **just one** fact that it will pay you to keep in mind

DE LAVAL Cream Separators

are used exclusively by 98 per cent. of the world's creameries.

There can be no better recommendation for the DE LAVAL than the fact that the men who make the separation of milk a **business** use the DE LAVAL to the practical exclusion of all other separators.

The more you come to know about cream separators the better you will understand the superiority of the DE LAVAL.

The De Laval Separator Co.

WINNIPEG

Montreal

Vancouver

prices which will net them from 8c. to 10c. per hundred pounds more for their milk than would be realized were the milk made up into cheese. A correspondent in Farm and Dairy further states that in Huntingdon County, Quebec, and vicinity, the export cream business has recently developed to a large trade. A 50 per cent. cream is being hauled across the line at a price for butterfat only about one cent under the ruling butter price at Boston and New York. Daily exports from Huntingdon County alone are conservatively estimated as equivalent to 160,000 pounds of milk.

The more general advantage being taken of this loophole in our tariff wall is a factor of evidently growing importance for the consideration of those speculating upon the future course of butter values. Last year from August to December duty was paid on 1,547,974 pounds of Canadian cream, and during the corresponding period this year it looks as if this figure will be materially increased.

Regina.

Judge Mabee and Commissioner Mills, who held a sitting of the Railway Commission in the City a few days ago, sustained the application of the city for a subway at Broad street and have specified sixty days within which the city is to file plans with the Commission and C. P. R. of a sixty-six foot subway under the C. P. R. tracks along the west side of Broad street. Altogether some four hundred feet of overhead work will be required to carry the present sixteen tracks to which will be added three additional tracks allowed by the Board. With the construction of the subway there will still be 34 feet of a roadway along Broad. The Commissioners recommended a grade of five per cent., which will carry the approaches some thirty feet south of the north side of South Railway street and a hundred feet north of Dewdney.

Considerable discussion took place over the question of the apportioning of the cost of construction of subway between the city and the C. P. R. The city offered to undertake the excavation and paving work. The point on which the discussion seemed to turn was whether Hamilton street crossing, which the city consented to have closed in consideration of the construction of a subway at Broad street, was a permissive highway or a lawful highway. J. A. M. Aikins argued for the C. P. R. that the crossing was there by permission of the railway company and referred to the statement made by Mr. Haultain, who represented the city at a previous sitting of

the Commission, to this effect. J. F. Frame for the city strongly contended that independent of the fact that whether Hamilton street was a permissive crossing or not the Commission had power, under a recent amendment, to deal with the question of the distribution of cost, and the application was for permission to carry a highway across a railway.

Judge Mabee gave it as his opinion at the time that the Commission had power, if they deemed it right, to apportion the cost of a subway if the railway crossed a lawful highway which the applicants for the subway were willing to relinquish, but the admission in this case was that Hamilton street was not a lawful highway. He later agreed with Mr. Frame's interpretation of the law and went on to discuss the question of apportioning the cost, on which point he finally reserved judgment.

During the discussion, J. A. Cross, who raised the question of damages to adjoining property through the closing of Hamilton street, mentioned that he had been informed by J. W. Smith that Hamilton street was a lawful highway and had been made so under an order of the late Judge Killam. Later, after the whole matter had been allowed to drop, the city clerk produced the file containing this order, made on the 5th October, 1905.

W. M. Martin, M.P., appeared for the G. T. P. branch lines company who had made application for approval of the connection of its Yorkton branch with the C. N. R. at Canora. The order granting this and which had been made in July last was allowed to stand.

The residents of Disley petitioned the Commission that the C. N. R. be required to provide suitable station facilities at that point. Mr. Shaw promised the erection of a station next year and which (by the order of the Board) is to be finished by July first.

The village of Frobisher, which was represented by T. A. Munroe, was successful in opposing the C. P. R. in constructing a siding across the highway between sections 13 and 14. It was pointed out by Mr. Munroe that the highway was the only means of entry to the village from three points of the compass.

In lieu of the Hamilton street crossing, which is to be closed upon the completion of the subway, the commission have made an order for an overhead footbridge to be built by the city.

Mr. Aikins offered on behalf of the C. P. R. to pay half the cost of this bridge, and later, when distribution of the cost of the subway was being discussed, stated the company would undertake to erect the bridge them-

selves. The city solicitor refused this offer for the reason that Mr. Aikins was only using it for the purpose of getting his company out of paying a portion of the cost of construction of the subway. Mr. Aikins, however, was strongly opposed to the C.P.R. bearing any of the cost of the subway, holding that the company had already conceded a good deal in that the subway would encroach on their property, which was necessary for their track and station purposes.

Commissioner McPherson estimated the cost of the Broad street subway complete at \$225,000 and the C.P.R.'s chief engineer, J. A. Schwitzer, stated that at least 950,000 pounds of steel would be required for the superstructure, which together with the necessary reinforcing material and labor he estimated to cost \$60,000.

At the close of the sitting Mr. Frame made reference to the necessity for better passenger facilities.

Judge Mabee asked why it had not been brought before the C.P.R. officials had left the chamber. "However," he said, "you have the statement of Mr. Aikins that the location of the station depended on the location of the subway. I think the railway company is arranging for getting in its station and this should help to solve the matter. In this connection Mr. Aikins earlier in the day remarked when discussing the subway question that it would be necessary for the company to buy some property in order to throw their station as far west as possible. A suggestion to locate the subway at Halifax or St. John street, which was made by Mr. Aikins was strongly opposed by G. H. Shaw, general manager of the C.N.R., who pointed out to the Commissioners that the property along and on either side of these streets had been secured by his company for terminal purposes.

Mr. Aikins later stated that the Union station proposition was still under consideration by the C. P. R. and C. N. R.. Mr. Shaw, however, did not substantiate this, and Mr. Aikins remarked that it was the first time he had been made aware of the independent action of the C.N.R. The C.P.R., he said, had decided to erect a new station which will have sufficient accommodation for the C.N.R. Pressed by the chairman to state the location of the new station, Mr. Aikins said it would be largely determined by what was done that day. If Hamilton street crossing was closed, then the station may be placed a little more westerly. If, on the other hand, the crossing was maintained, then the station would have to be a little further east of its present location.

W. E. Hall, office manager of

the Cockshutt Plow Company, Limited, Calgary, spent a few days here renewing acquaintances. Mr. Hall was en route for Calgary after spending a few weeks at Winnipeg and intermediate points.

W. P. Wells, manager of the Regina branch of International Harvester Company, joined the Manufacturers' Excursion here and accompanied them as far West as Calgary.

The Manufacturers' Excursion spent a few hours at Regina, arriving at 7 a.m. and leaving at 2 p.m. A number of automobiles were placed at their disposal and they had an excellent opportunity of inspecting the city and surrounding country. All were greatly surprised at the rapid growth of Regina and the number of buildings in the process of erection.

Luncheon was served at the City Hall at noon, after which the assembly was addressed by W. M. Martin, M.P. and The Hon. F. W. G. Haultain. The excursion left here at two o'clock and made a short stop at Moose Jaw. They then left for Calgary and the Coast.

H. W. Cockshutt joined the Manufacturers' Excursion here, going to the Coast and returning to Winnipeg.

The Regina Implement Dealers held a well attended meeting the last Saturday in September at the Wascana Hotel.

A number of implement men were present at Kerr Robert and Luseland when the C. P. R. put the Townsites on sale for public auction.

C. Dickinson, collection manager of the Cockshutt Plow Company, Ltd., spent a few days in Winnipeg during the past week.

The outlook for collections in Saskatchewan is very favorable at present. Although the season has barely commenced, money is beginning to come in from a number of the districts where the threshing is well advanced. It is also reported that the crops in some districts were underestimated, and this, no doubt, will have an important bearing on collections this fall.

On interviewing a number of collection men well versed in the conditions existing throughout the province, the majority expected that collections would average between sixty and sixty-five per cent. while a few placed the average at between sixty-five and seventy per cent.

Don't work all the time. Remember, even machinery needs rest.

Don't wait for fortune to smile on you. Fortune doesn't smile all the time. When she does, she usually favors those who hustle, not those who wait.

The Hudson Bay Railway.

The editorial policy of the Toronto Globe has been distinctly unfavorable to the Hudson Bay Railroad, but in justice to that newspaper we must admit that they do not suppress the opinions of those who foresee a successful future for the enterprise.

Mr. Henry J. Woodside of Ottawa, who while a resident of the Yukon had many opportunities of observing the conditions under which the navigation of northern waters is carried on, sends The Globe a letter on the navigation of Hudson Bay, from which the following extracts are taken:—

"The Hudson Bay route can give big odds of ice and other obstacles and still beat the N. Y. route. You may not believe that until the line is completed, but there is sufficient already known to emphasize the assertion. There is, for instance, a saving of from 700 to over 1,241 miles from grain centres to the British market via Montreal. Edmonton and Prince Albert are future great grain markets. The former will save 1,118, and the latter 1,241 miles of haulage on its grain, cattle, etc. Moreover, this northern route, while immensely shorter, is also vastly superior for the cattle trade, being cooler and less worrying to the animals. Under competent men and with reasonable accommodations, a vast movement of grain and cattle may be achieved in even four months, if that were the limit of navigation through the Straits.

"Archangel has attained a population of 20,000 on its White Sea trade. The short seasons of navigation on the Yukon River were utilized to place great quantities of freight in Dawson warehouses, whence it was distributed during the whole winter. In four months enough British merchandise might be landed from the fleets of tramp steamers at Churchill to keep a limited railway service over the H.B.R. busy for six months after. The return cargo to Churchill would be grain for storage to next opening of navigation.

"Yes, there is no reason why the H.B.R. should not be operated the whole year around, within a very few years of its opening, if not from the start. I do not know why you should sniff at the cost of ice-breakers in Hudson Bay, any more than at Port Arthur, on the St. Lawrence and on the Atlantic coast, where they are used very much, and to advantage.

"I agree with you the fat things should not be handed over to private companies, and the poor enterprises retained by the Governments. When I accompanied the Manitoba legislative body over the new Lake Manitoba Railway & Canal Com-

pany's line from Portage la Prairie to Lake Winnipegosis in the autumn of 1897, the first hundred miles of the now great transcontinental Canadian Northern Railway, it did not appear a very fat thing. But the Manitoba Government backed it at no subsequent cost in interest to itself.

"So far as your theory of 'great expectations doomed to disappointment' is concerned, you may have the satisfaction of preaching it now, and should the route, contrary to reasonable expectations, prove a disappointment you will be able to say 'We told you so.' But you might recall that one of Canada's greatest minds evolved the statement that the C.P.R. western and mountain sections 'would not pay for its axle grease.'

"Irrespective of the through traffic, there will spring up a large local trade. Farmers will press in as close as may be to the bay, having in view the shorter haul and the local markets for garden truck, etc. A large population will be supported by the vast and rich fisheries of the bay, when the handling of fish has been perfected. There will be trade in coal from Nova Scotia, which may be laid down in Saskatoon for \$7.75 per ton (M. J. Butler). There will be traffic in the Hudson Bay coal, in woods, pulp, in the carcasses of reindeer, other animals, fowl, furs, etc. The report from Earl Grey's party returning from the 'Canadian Mediterranean' will not surprise people who have studied the climate, nor scientists who point out that the mean average temperature of the bay during the summer months is only a trifle lower than that of Nova Scotia.

"It has been shown on good authority that the whole of Hudson Bay proper is almost clear of ice for at least seven months of the year, and is probably navigable the entire twelve months, outside of the harbors, which are icebound for about five months; and as the ice is not very thick, that term could be easily extended by the use of ice-breakers, as at Montreal and Port Arthur. Therefore we may assume that navigation of the bay offers practically, no obstacles worth arguing over especially as it is very free from shoals, etc., and freer from fogs than the Straits of Belle Isle.

"And so we come to the real difficulty—the navigation of the Straits. This is a variable quantity, and the consensus of opinion favors about four months clear navigation; more likely five of fair conditions; to be extended later, as was done on Lake Superior within our time. We have responsible authority for the fact that the straits are seldom if ever wholly blocked during the early or late months

by the heavy arctic ice. There is always a wide and safe channel either on the north or south shore of the straits, according to prevailing winds or tides.

"If, therefore, at intervals of, say, one hundred miles or more, there were erected tall, open steelwork towers, with both beacon lights and fog bells (seldom needed) and with an easy outlook of over fifty miles of sea, equipped with wireless, it would be an easy matter to inform every vessel navigating the straits, where the open channel was, and in stress of weather or ice, where the nearest harbor could be found. There will be discovered plenty of harbors of refuge on both sides of the straits, when explored fully. I need hardly remind you that the Hudson Bay Company's navigation of 250 years has been conducted without what we may call any of the modern aids to navigation.

Preserving Hailstones.

To construct a coal-storage plant for the preservation of hailstones might seem at first a waste of energy. Hailstones are not usually considered a crop worth preserving. But the formation of hailstones and the conditions necessary for the production of hail have not yet been

explained by physicists. The rapid melting of hailstones prevents the scientist from examining them and coming to any conclusion about them. Hence a Russian professor has recently been advancing a method for preserving hailstones until winter by cold storage. His invention provides for placing the hailstones immediately after their fall in a little chamber, provided with double walls, the space between being filled with a mixture of ice and copper sulphate. Thus he is able to keep the hailstones from melting until their structure can be studied under the microscope. Prof. Weinberg, the inventor, after a hailstorm, collected several ounces of small stones and immersed them in a mixture of equal parts of benzine and toluene to prevent them consolidating into a mass. By polishing the frozen hailstones and examining them microscopically the professor hopes to make out the origin and formation of hailstones.

Don't be satisfied with customers you have without attempting to get more. The successful man uses follow-up letters and other means to accomplish this purpose.

Don't show many different kinds of goods at once."

The "Climax B" Straw Cutter

Will Sell on its Own Recommendation

These are a few of the many qualifications you can show your customer. No exaggeration needed.

"Climax B" Mounted

Cuts $\frac{1}{4}$ in., $\frac{1}{2}$ in., $\frac{3}{4}$ in. Cleans the feed of all dust. Tracks with a wagon. Capacity limited only by the amount of straw which can be fed. Will cut from four to five tons of hay or straw per hour.

Heavy frame of seasoned hardwood. Braced, bolted and mortised.

Absolutely Rigid

Knives of highest grade of English Knife Steel.

Ball bearings. Instantaneous reverse.

Shafting of best turned steel, extra heavy.

"Climax B" Standard

Working parts same as "Climax B" Mounted, but built on strong legs. The best machine for the farmers' use.

SIMPLEST and yet the STRONGEST and MOST EFFECTIVE MACHINES IN THE WORLD.

ALL SIZES IN STOCK. SEND FOR CATALOGUE.

Brandon Implement & Mfg. Co. Limited,
BRANDON, MAN.

Calgary.

O. S. Chapin was a business visitor to Edmonton during the last few days in September.

W. F. Cockshutt, of Brantford, former president of the Cockshutt Plow Co. Ltd., together with his son Ashton Cockshutt arrived in Calgary the end of September. Mr. Cockshutt Sr. was looking over a number of private ventures in Alberta in which he is interested and incidentally left Mr. Ashton Cockshutt in Calgary where he has taken a position with the Alberta Branch of the Cockshutt Plow Co.

W. G. Hunt, manager of the Alberta Branch of the Massey-Harris Co., is at present visiting the Toronto and Brantford factories of his company on business.

L. L. Boundy, cashier for the Cockshutt Plow Co.'s Calgary Branch, spent his holiday in Winnipeg.

D. J. Taylor, western manager for Goold, Shapley & Muir Co., spent a couple of days in Calgary recently on business.

J. A. Brookbank, Calgary manager of the International Harvester Company, joined the Manufacturers' Excursion at Calgary and went as far as the Coast and returned with them. He left the party at Calgary when they left for the North on their return. He reports having had a very pleasant trip.

Wm. Hargraves, the well-known dealer from Kamloops, B.C., spent several days in Calgary during September.

H. A. Dunn, manager of the John Deere Plow Co. here, together with Geo. Hill and A. Malthy, blockmen for the same company in Alberta, were in Winnipeg early in September attending a general meeting of managers and travellers of the western branches of that concern.

F. W. Whitcomb, superintendent of the Frost & Wood Co.'s factory at Smith's Falls, together with Geo. Gilroy of the experimental department of the same company, were in Alberta during September visiting several points in connection with their business.

D. J. Hutchinson, blockman for the Cockshutt Plow Co. on the Wetaskiwin and Lacombe branches, was in Calgary for several days recently.

S. H. Roe, manager of the Tudhope Anderson's Alberta branch in Calgary is leaving shortly on his annual trip to the Coast and interior B. C. points for the purpose of closing up this year's accounts and contracting for next year as well.

George Mixter, mechanical superintendent of Deere & Co., at Moline, recently made a tour over Western Canada, taking in several Alberta cities, including

Lethbridge, Calgary and Edmonton, returning east from the latter point via C.N.R. to Saskatoon.

W. E. Hall, of the Calgary staff of the Cockshutt Plow Co. Ltd., was away for two or three weeks recently. While away he spent several days at Regina, Winnipeg, Portage, Minneapolis and St. Paul.

As an evidence of the way Calgary is growing, even in face of unfavorable crop conditions this season and notwithstanding the fact that it is late in the season and building operations would naturally be decreasing, the building permits issued during the month of September amounted to considerably over \$600,000. When it is considered that the cost of permits issued is based on value of building to be erected, and consequently the permit itself is usually from 10 per cent. to 25 per cent. below the actual value of the building it will be seen that there is some building activity in this city—for this season of the year especially.

J. A. Latimer, Alberta manager for the Cockshutt Plow Co. at Calgary, has left on a business trip to British Columbia including Coast Cities. He will probably be away from four to five weeks.

Calgary, like a number of the cities and towns of Western Canada, was favored with a visit from the Canadian Manufacturers' Association, a large number of the members, several of them accompanied by their wives, being on their way to attend the annual meeting being held this year at Vancouver, in September. The party was being conveyed in two special trains and arrangements had been made to stop at most of the principal points in the west en route for the purpose of seeing what these cities and towns really are and to learn of conditions first hand.

The implement section was not very largely represented in the party. Mr. Goold of Goold Shapley & Muir, Brantford, Mr. S. H. Chapman, general manager for Ontario Wind Engine and Pump Company, Toronto, Mr. J. H. Glover, managing director of Aylmer Pump and Scale Works and S. McLaughlin of the McLaughlin Carriage Co. being four of the Eastern members present.

Mr. Wells, manager of the Regina Branch of the International Harvester Co., joined the party at Regina. Mr. J. A. Brookbank, Calgary manager, joining them here, while Mr. Harvey Cockshutt of the Regina branch of the Cockshutt Plow Company joined them at Banff. Mr. Brookbank and Mr. Wells left the party on their return to Calgary, Mr. Wells going on to Regina while the Association went North from here. Mr. L. P. Winslow, Calgary manager for

the Ontario Wind Engine & Pump Co., joined the party here on their return and will go as far north as Edmonton and probably as far east as Saskatoon with them. Mr. Harvey Cockshutt stayed over at the Coast for a few days longer.

On September 7th, Miss Agnes Brown, until recently stenographer on the Cockshutt Plow Co.'s staff, was married to Mr. J. W. Mockett, the popular young salesman for the same company. They spent a short honeymoon in the mountains at Banff and have now taken up their residence in Calgary.

Now that harvest is over and threshing in full swing, a more definite idea can be obtained of the season's crops. It has been a pleasure to learn that in those sections of the south where two months ago a total failure was expected, there are some crops almost up to an average year, and other crops, while not nearly so good, will still pay for expenses. Of course, there are in that district a large number of farms where not a bushel of grain will be harvested, but it has been clearly demonstrated that the man who farms as he should is the one who has some result to show for his labor notwithstanding the long period of dry weather. On the other hand those men who have been getting good crops for several years, sometimes by merely scratching the ground and throwing the seed at it, figuratively speaking, will learn that it pays in every year to use common sense and science in their work. In the central and northern portion of the Province crops are in the main extremely satisfactory, in a great many sections the average being above the usual year. Then too the crops in that section were taken off without damage from frost and it is felt that taking the Province on the whole the average will be fairly satisfactory.

Under the circumstances, conditions at the present time are as good as a usual season; and the prospects for next year are extremely favorable. There has been an immense increase in the fall wheat sown, and with the recent rains the seed has germinated nicely and the fall wheat is in splendid shape for winter.

John Muir, of the Goold, Shapley & Muir Co., of Brantford, spent several days in Calgary on business recently.

C. L. Massecar, general manager of the Brantford Cordage Co., Brantford, together with John Harris, of the Massey-Harris Co. there, returned from the Coast with the Manufacturers' Excursion, they having been out there some time before the rest of the party. They left the party again at Calgary and spent a few days here on business and pleasure. Mr. Massecar, who was

here a year ago, is greatly surprised and delighted with the great strides made by Calgary and Vancouver since his trip only twelve months before.

D. J. Taylor, western manager for Goold Shapley & Muir at Winnipeg, when in Calgary decided to make a short trip to the Coast and left for Vancouver on October 1st to be away about ten days.

Too Big to Overlook.

One million, sixty thousand copies of The Separator News are just now being mailed out to that number of farmers scattered throughout Canada and the United States. The Separator News is a large paper published and distributed semi-annually by the Sharples Separator Company, of West Chester, Penn. Its purpose is to advertise Tubular Cream Separators and thus make business for dealers who handle those machines.

The Sharples Separator Company, whose advertisement appears elsewhere in this issue of our paper, is reputed to have the largest cream separator factory in the world and to be making a cream separator of latest and most correct design. It is a certainty that any concern which is big enough to mail out one million, sixty thousand copies of their own paper—each in a separate wrapper and addressed to a separate farmer—is too big a concern for any dealer to overlook. We suggest that our readers write to The Sharples Separator Company and learn what they have to offer.

Crackerjacks and World Beaters.

The tallest monument is the Washington obelisk, 555 feet high; but the largest monolith is in Karnak, Egypt, being 106 feet high. The highest chimney, measuring 474 feet, is in Glasgow. The largest aqueduct in use is the Croton of New York, which is 38 miles long, but the longest ever built is in Peru, 360 miles in length.

The deepest coal mine is near Lambert, Belgium, 3,500 feet deep; the biggest dock is at Cardiff, Wales; and the strongest electric light is at the Sydney lighthouse, Australia; while the largest lighthouse is at Cape Henry, Virginia, being 165 feet high and walls eight feet thick. The greatest bank is the Bank of England, in London; the oldest college is University College, Oxford, founded in 1050; the largest library, the National, in Paris, containing nearly three million volumes. The largest theatre is the Paris Opera House, covering three acres; the largest bronze statue, that of Peter the Great, in St. Petersburg, weigh-

ing 1,100 tons. The biggest stone statue is in Japan, 44 feet high; the largest college is in Cairo, with over 10,000 students and 310 teachers. Damascus has the honor of being the oldest city.

The most costly book in the world is a Hebrew Bible, owned by the German Government, which a few years ago refused the Pope's offer of \$125,000 for it. The most costly medicine a few years ago was metallic gallium, which sold for \$150,000 a pound; but radium is now the priceless gem of the medical world, selling for more than that price an ounce. A man would have to be exceedingly ill before sending for such a prescription, even though he were a millionaire.

Though orchids frequently bring prices that make the poor man stagger, the highest price for a single flower was given for a tulip in Amsterdam by an enthusiast, who paid \$250,000 for it.

If you would succeed in business you cannot afford to sell a man something he does not want; neither can you afford to disappoint him in quality any more than in count.

Don't waste valuable moments on details that a subordinate can handle.

MANUFACTURING AUTOMATIC GRAIN STOOKERS

The shortage of farm help which has been so serious a factor in the harvesting of the present crop gives additional value to the announcement of an automatic machine for stooking grain. The credit of this invention belongs to James Homan, a farmer of the Grand View district. It is about five years since

feasible for operation. As he had not the private means or the facilities at Grand View for the manufacture of suitable models, he came to Winnipeg, and succeeded in interesting a number of business men in his scheme, as anything that will promote the harvesting of grain at a less cost always makes a ready ap-



Homan Grain Stooker, manufactured by the National Grain Stooker Co., Ltd., Winnipeg.

Mr. Homan first conceived the idea of the machine, and for three years he worked quietly on his invention until he brought it to the point where he considered it

peal to the business man in Winnipeg. We have not seen the machine at work in the field, but the promoters report that experimental machines have satisfac-

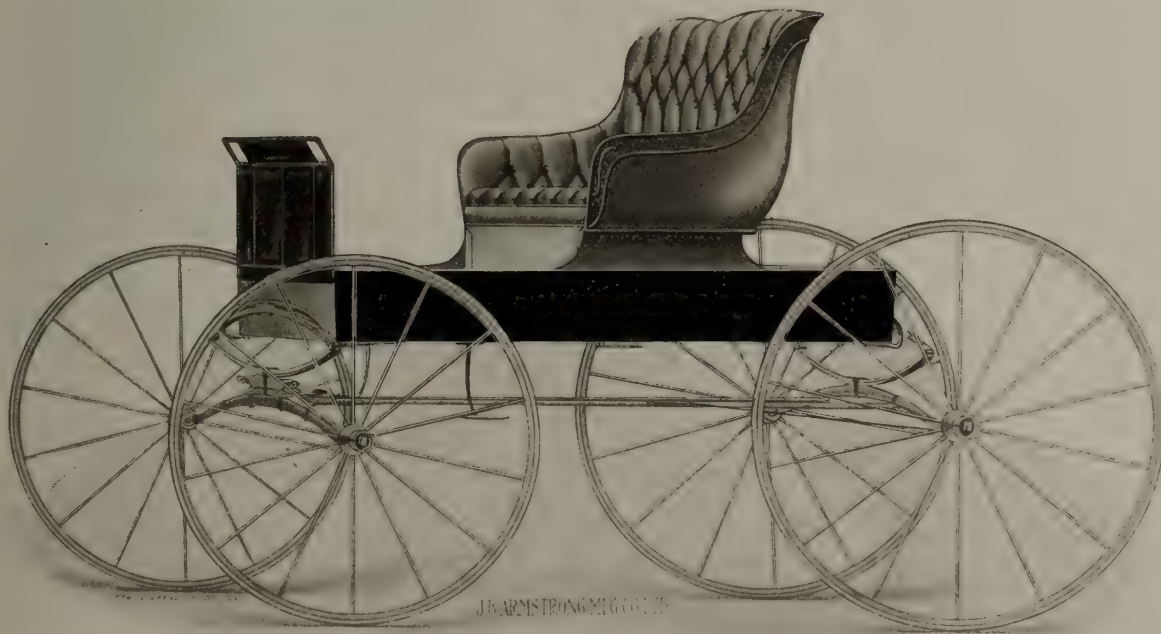
torily stood the test of two harvests, for although minor changes had to be made after the harvest of 1909 the machine is today along the lines on which Mr. Homan first conceived it.

A joint stock company, for the manufacture of the machines, has been formed and the promoters assure us that active work will be carried on this winter in building a large number of these machines for next harvest. Veteran farmers of the Portage Plains have expressed their approval of the machine, and orders are awaiting the new company as soon as they are in a position to execute them.

The machine can be attached to any ordinary binder, and can be operated without additional horse power, although Mr. Homan, in recommending the stooker, advises the use of an additional horse. It does not in any way impede the operation of a binder, and at the end of the day the grain is all in stook, the entire operation being performed by one driver, thus saving the wages of the additional man to follow the binder.

The Rothschilds smoke the most costly cigars that are made, the Henry Clay Sobranos, which cost \$150 each. These are wrapped in gold leaf and packed in little inlaid cedarwood cabinets.

Armstrong Carriages



Auto Bike Buggy

Our Carriage line for 1911 season is the most complete ever offered to the western trade. Customers can select the most up-to-date styles that will appeal to their local trade. Armstrong Carriages are manufactured from only the highest quality of material obtainable. We do not offer to the trade a low grade vehicle. Write for Catalogue and information. Will have travellers call.

J. B. Armstrong Mfg. Co., Limited, Guelph, Ont.

Distributing depots at all of the principal points in the West.

Attracting Trade.

We read of an implement concern recently in The Hardware Trade whose manager goes on the theory that you can sell more goods to people if you can get them to examine and consider the goods. This warehouse is located in North Dakota and to get the attention of people the manager has a big platform in front of his store and on this platform he displays samples of his machines and implements.

But simply having the machines out there in sight is not sufficient; so he attaches a gasoline engine to the machinery and makes it run to show how it works. On this platform he has a pump, a manure spreader, potato planter, corn planter, and all such machinery actually running. The machines are placed on jacks to lift the wheels from the floor and belts are attached to the wheels and connected up with the engine.

And then to let people know there is something extra on up at the store one wheel of the manure spreader is held stationary while the engine turns the other. This causes the ratchet in the wheel to make an awful clicking noise as the dogs in the ratchet work in and out. People can hear the noise all over the town.

The manager says it is no uncommon thing for him to have thirty or forty farmers standing there watching the demonstration. Some days, when there is a big crowd in town, as for example on Saturday afternoons, a regular mob will congregate.

The question that occurs to the dealer in implements is, "Does it pay; does it sell implements and machinery?" The answer is that the firm recently sold eight manure spreaders to two brothers for their own use. Fifty gang plows were also delivered by this concern to one farmer.

Farming is carried on in a big way in that section of North Dakota and the fifty gang plows were sold to a farmer who is operating 23,000 acres of land. Many dealers do not even attempt to land a big farmer like this, believing that the farmer would rather buy direct, but nothing is too big for the implement dealer who wishes to amount to something. Just take your courage in both hands and go after the big money.

How to Be Successful,

Under this title comes a booklet from John K. Goin, president of Barnes University, St. Louis, Mo. It appears that a new department in university work, Salesmanship and Commercial Science, will open at Barnes University, St. Louis, Oct. 5th, 1910,

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

Established in 1904 and Published Monthly by

Canadian Farm Implements, Limited

F. D. BLAKELY, Manager

822-3 UNION BANK BUILDING

Telephone Main 518

WINNIPEG, CANADA

SUBSCRIPTIONS

\$1.00 per year in Canada; Foreign \$1.25 per year.

Single Copies, Ten Cents

ADVERTISING

RATES MADE KNOWN ON APPLICATION

Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE

Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Assn.

Entered in Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, OCTOBER, 1910

and the course will continue to May 17th, 1911.

The great number of citizens engaged in the practice of selling directly or indirectly makes it a subject of almost universal interest.

There is no question as to the attention the study of this subject is bound to receive in the Universities and Institutions of learning in the future, and no doubt but that great good will be achieved in this department.

The booklet mentioned gives a complete description of the various courses covering the wide field of Commercial life besides a great deal of interesting matter for all engaged in business. We quote the following:

WILL POWER

Men are born to succeed, and failure is always a result of weakness in one's self, and the measure of success in each individual is in the ratio of his or her determination, or will power to overcome weakness and develop strength of character, gems of personality, and positive qualities of mind.

CONFIDENCE.

The man who believes in himself, believes in his fellow man, and believes in the boundless opportunities for success, and is willing to work to fit himself for success, and will persistently seek knowledge of importance to him in wooing success, will surely climb the ladder of success to that point where he can look back over his experiences, and calmly survey the conquered field with the pleasant assurance of having surpassed his own highest ambition in seeking success.

AMBITION.

The ways to be successful in

the different walks of life are not so many, nor so varied as most people imagine, and to find the way is not so difficult as many believe.

The way to succeed is open to every right-minded man and woman, and the first important step toward the realization of success is to realize the necessity of preparation for success.

INITIATIVE.

After this realization of necessity for preparation, the question arises. What can I do to prepare? We answer, The first thing to do is to cultivate those faculties and qualities of yours that lead to success, and meanwhile eliminate or subjugate any faculties or qualities you may possess that point toward failure. The question then is asked, do I possess these qualities? In reply we say you surely do, though probably many are not developed.

Order Goods Early.

Now that summer stocks are pretty well cleaned out of the implement warehouses dealers would do well to consider what they will need for the spring rush of business. It may seem a little premature to talk of spring business when the leaves have scarcely left the trees, but in the light of past experience we know well that it is almost impossible to be too fore-handed in ordering farm machinery. Last year a great many dealers did not think it worth while to look over stocks and make their selections for spring sales until Bonspiel, or even later, with the result that in many cases they and their customers were disappointed in not

getting the goods in time for early work on the land. The early spring of 1910 created a demand for implements quite a month ahead of an average year, and in addition the tremendous immigration into the West caused the demand to exceed the supply in some districts. Conditions may be similar in the spring of 1911. As far as the influx of immigrants is concerned there is no doubt that the stream will continue to flow, and climatic conditions may repeat themselves, although it is not probable that two successive early seasons should occur.

At all events it is a wise policy to make absolutely certain of being able to make early delivery of spring goods, and the safest plan is to order now, while there is ample time for the manufacturer to produce the goods and ship them to the jobber, and for the jobber to fill your orders. First come, first served, is the rule at the wholesale and jobbing houses and you will sleep easier in the knowledge that you can deliver the goods, when the time comes, because of your forethought.

A Selling Campaign.

The dealer who finds business a little dull should make up his mind to begin a definite campaign of selling. Stagnation must be fought, and in order to start the flood of business moving decisive action is necessary. Speaking on this subject at a dealers' convention at Spokane, Wash., I. C. Hattabaugh laid out the following plan of action:

For the details: Get an accurate, up-to-date list of possible purchasers—people who could have use for the articles you sell. Get in touch with them and keep in touch with them, and they will find a sufficient motive to give you their patronage. Keep a list of all prospects developed. Follow them up and keep everlastingly at the task of convincing them until the actual sale is consummated. Study the individual and turn to account that little vanity or weakness in their make-up that will undoubtedly present itself. Keep all your stock clean and presentable. Change this arrangement constantly so that every visitor to the store will be impressed with the idea that you have new goods.

Select some seasonable article for each week's mascot. Have your forces concentrate on its sale. Call the attention of every one entering the store to it. Explain its construction, its use, its value, and watch it go. The best methods of advertising are too deep a problem to be treated lightly or to attempt to give advice on. What is most effective with one may be valueless to another. I have found one thing for certain: Judicious advertising is an investment that means

success. The other kind is simply an expense.

In my experience I have found direct matter the most effective for the implement dealer. Application of the motive power of a 2 cent stamp marked the origin of the great mail-order business of to-day, and I am sure we all know what it stands for. A personal letter reflecting your personality will gain a respectful hearing nine times out of ten. Properly worded it will offer an inducement to the recipient to purchase the article you offer. An insert tastefully and attractively picturing the device and honestly and truthfully describing its intention and construction will stimulate a desire for it, and the whole will on the average result in creating the business.

Many of you will be able to improve on these suggestions. I realize this and I make them solely in the thought, and for the purpose of getting your minds into the right channel and your efforts turned to the serious problem of outstripping competition—of making your business go. I may be told that I am dwelling too long on the elementary principles; devoting too much time to those things which should be known to even the beginner in business, but in times of keen competition it is always well to turn to those elementary principles which underlie the important factors in every successful business. There are some elementary principles upon which rests the successful operation of every business known.

Success in the West

Every person who migrates to Canada with the idea of bettering his condition financially and otherwise has got to cut his own swath; hew out a fortune for himself. The fact remains, however, that his powers, his ability, his shortcomings remain the same; subject in the course of time to the effects of environment. The personal element remains to a great extent unchanged, so that, as in the older countries, there must be successes and failures. Environment helps a very great deal, however, and few men can live in Western Canada without feeling its happy optimism, without realizing that here is the land of unlimited opportunities. If a man is worth anything to this country he will naturally be transformed in due course into a "booster", both of his own affairs and those of the nation. Even though he makes a start as a railway laborer, he does not intend to stay at that. If he is any good he will soon rise to be a section boss and he has before him almost any position in his company's gift, for the railways are always eager for really good men.

Hundreds of new towns are springing up all over the West, and

each one must make up its complement of trades and professions, for the growth of these prairie towns is amazing, and here again the opportunities for the newcomer starting in business are unlimited. The farm lands around these towns are among the most prolific in the world, and those who come west to "follow the plough" need only possess ordinary intelligence and perseverance to build up a comfortable home and face the future with full confidence in the bounty of the Canadian West.

Old Established Dealers.

In a new land like ours there are not many men who can boast of having been in the implement business for 20 years. Those who have, however, are rather proud of the fact and with reason. Some dealers make use of this in their advertisements and their local ads. contain a clause such as "Established in —." Now, it is not reasonable to suppose that the average buyer will take much stock in the fact that you have been in business so long. He is not interested in your age, but in what you have to sell and why he should give you preference in his purchasing. The statement of the length of your connection with the business would not impress him very much, for it may mean that you are a moss-back, one who just lets Father Time carry him and his business on together.

Now suppose for a change you insert the same fact in your next ad. and word it differently. Instead of saying established in — try something like this "I have been in this business for — years and in that time have never had a complaint which I have failed to rectify or made a guarantee which I have not filled. I number among my customers men who have grown up with the country and who have never changed their dealer. The years of experience gained thus are at your service."

Telegraph and Freight Rates

On September 24, Judge Mabee handed out a very important decision in regard to telegraph rates, when he ruled that the whole matter would have to be thoroughly investigated at Toronto. The enquiry will cover the actual capital invested, cost of maintenance and all other factors which enter into the fixing of charges. Inasmuch as the Winnipeg associations did not feel that they should be called upon to employ counsel to represent them outside of this city, Judge Mabee decided to appoint counsel to look after the interests of the West under a provision in the Act which permits the Minister of Justice to

appoint counsel to represent the public.

The representatives of the telegraph companies before the commission took the stand that no matter what the rates were in the East the Western rates were reasonable, and they asked that the onus of demonstrating that Western rates were excessive should be put upon the petitioners, who were in this case certain associations of business men.

One of the representatives of the telegraph companies was endowed with enough nerve to inform the Commission that the statements of revenue and outlay at the Winnipeg office were a private matter which did not concern the public. But Judge Mabee thought differently, and ordered a searching inquiry, which, if carried out will throw such a strong light on the discrimination between eastern and western rates as to call for radical changes. It is a well-known fact that on certain western sections the freight rates compared with rates on equal distances in the East are excessive, and as indefensible as the discrimination in telegraph rates upon which the Commission is now taking action.

Implement dealers throughout the West will welcome any relief in the matter of telegraph and freight rates, for in the busy season the demand for repairs necessitates frequent use of the telegraph and freight service, and the spot cash which the dealer has thus to disburse often totals a considerable amount. After the actual cost of a small repair part has been added to the freight rate and the charge for telegraphing the item begins to look rather expensive, without adding anything for profit, and in many cases dealers feel constrained to let their good customers have these repairs at cost, or even at a loss, rather than listen to the howl of indignation which would greet the demand of a profitable price on the article.

Hay versus Wheat

It will come as a surprise to most people to learn that the hay crop of Ontario in 1909 was more valuable than the wheat crop of Western Canada. According to the Manitoba Free press in the year mentioned Ontario had 8,210,300 acres under hay, which yielded 11,877,100 tons, which taken at \$11.14 per ton, the average price in Ontario, gives a total value of \$132,287,000. The value of the Western Canadian wheat crop for the same year was \$106,200,000, making the hay crop \$26,087,000 in excess of the wheat crop.

Personals

Walter Chant, implement dealer and butcher at Lavenham, Man., has sold out his business.

F. C. Sproule, implement dealer at Strassburg, Sask., has been succeeded by Robert Fox.

J. E. McCartney is commencing business in implements and coal at Crystal City, Man.

E. Dawson has sold his implement business at Oxbow, Sask., to A. J. Brown.

The death is reported of J. B. Jacquemart, implement dealer at Forget, Sask.

T. G. Martin has opened an implement business at Marquis, Sask.

M. W. McKim has commenced business as an implement dealer at Traynor, Sask.

Parr & Clark, implement dealers and liverymen at Stavely, Alta., have been succeeded by one Shoemaker.

Manville Jones, president and general manager of the Massey-Harris Co., was recently in Winnipeg on a visit.

Rubin Bros., implement dealers at Carlyle, Sask., have sold out to John Hewitson, with possession December 1, 1910.

W. E. Alm, implement dealer and lumber merchant at Tantalton, Sask., has sold out to W. J. Strain.

Skagen & Berg, implement dealers and blacksmiths at Dubuc, Sask., have dissolved, Fred Skagen continues.

C. P. Anderson, shipping clerk of the Canadian Moline Plow Co., was married on Sept. 28 to Miss Morrison of this city.

S. J. Stewart, implement dealer at Girvin, Sask., will be succeeded by A. Bossy on November 1.

J. A. Gouin, hardware and implement dealer at Montmartre, Sask., is negotiating a compromise at 75 cents on the dollar.

Walton & Turton, implement dealers at Saskatoon, Sask., have dissolved, J. W. Turton continues.

D. M. Eby, implement dealer at Sinaluta, Sask., has assigned to J. M. Wessell. Meeting of creditors 10th prox.

Gordon & Gregory, implement dealers at Watson, Sask., have been succeeded by A. E. Gregory.

Thos. Storey, president and manager of the Canada Carriage Co., Brockville, Ont., has just returned home from a western business trip.

The Hamilton Lumber & Implement Co., at Morse, Sask., have sold their lumber business to the Imperial Elevator & Lumber Co.

W. H. Williams, sales manager of the Hart-Parr Co., Charles City, Iowa, spent a few days at

Portage la Prairie, visiting Mr. Porter, manager of their Canadian branch.

J. M. Reid, manager of the Ontario Wind Engine & Pump Co.'s Winnipeg branch went as far as Brandon on the manufacturers' excursion train, renewing old acquaintances.

Mr. Kidd, of Kidd & Clements, implement dealer, Wapella, Sask., was in the city recently. He reports business good and crops in that district turned out much better than was anticipated.

J. R. Ritchie, of the John Watson Mfg. Co., has just returned from a week's tour through the West. Among the principal points visited were Prince Albert, Battleford, Saskatoon, Moose Jaw and Weyburn. Mr. Ritchie reports business good.

W. G. Hunt, who for the past six years has been manager of the Massey-Harris company for Alberta, has resigned and will go into business for himself. Mr. Hunt had been with the Massey-Harris Co. for the past twenty-one years, working up to his present position from that of a junior clerk.

Among the members of the implement trade and kindred lines who took part in the Canadian Manufacturers' Western Excursion to Vancouver were H. L. Frost, Hamilton, president of the Frost Wire Fence Co.; J. H. Glover, manager of the Aylmer Pump & Scale Co., Aylmer, Ontario; H. S. Chapman, Toronto, president of the Ontario Wind Engine & Pump Co., who was elected to the executive as chairman of the intelligence committee. Mr. Chapman was accompanied on the trip by his two daughters.

S. McLaughlin, of the McLaughlin Carriage Co., Oshawa, Ont., on his return to Winnipeg from the Manufacturers' Excursion, said that he found every prospect for a good business in 1911 and was hastening to the factory to see that the needs of the West, both in carriages and automobiles, are taken care of. During 1910 the firm were not prepared for the heavy demand for their automobiles. Mr. McLaughlin returns by way of Chicago and will visit the Buick fac-

ories in the States on his way east.

Frederick N. Taff, vice president and secretary of Duane H. Nash Co., Millington, N. J., manufacturers of the Acme pulverizing harrow, clod crusher and leveler, has been on an extended business trip through Omaha, Lincoln, St. Louis, Kansas City, Dallas, Denver, San Francisco, Portland, Vancouver, Calgary, Regina and Winnipeg. Mr. Taff has been looking over territory with a view to introducing the Acme line into Western Canada. He will return by way of Minneapolis, Moline and Indianapolis.

Joseph Maw has returned from the East and South after visiting a number of factories in addition to those which manufacture the automobiles and accessories handled by his company.

The "Columbus," which is an intermediate priced car, has been added to their line and in addition the popular "Hupp," which is claimed to be the best light roadster at a popular price on the American continent. Joseph Maw & Co. have secured the sole agency for this car covering the three prairie provinces.

Mr. Maw is enthusiastic as to the efficiency of the "Hupp" and cited as a good proof thereof the remarkable fact that not a single second hand car of this make is advertised for sale in America.

Mr. Maw anticipates a good season in the automobile business and feels that with the lines now controlled by them, his company is in a better position to take care of their customers than ever before.

American Seeding Machine Co., Take on a Plow Line.

The American Seeding Machine Co., Winnipeg, Man., announce that they have taken on the line of plows, disc and lever narrows and the Hallock weed-er, manufactured by the Janesville Machine Co., of Janesville, Wis. The latter concern was established in 1859 and they enjoy a large and profitable trade in the United States, more especially in the northwest. Although they have never before gone af-

ter trade in Western Canada many of the most progressive U. S. settlers have brought with them Janesville plows and swear by them.

The American Seeding Machine Co. have already samples of the new line on the floor of their show rooms, King and James St., Winnipeg.

Sawyer-Massey Co. are Busy.

We are advised by our Hamilton correspondent that the Sawyer-Massey Company are now unloading many car loads of new machinery and tools of the very newest types, for installation in their new shops. This is and will be, we believe, the largest and best equipped factory in the Dominion building engines and threshers. While they enjoyed an excellent trade the past year they are making preparations for a much larger output for 1911.

Threshing Standing Grain.

A Kansas man claims to have invented a machine that will thresh standing grain, that requires simply to be drawn, or, rather, pushed down the field and the grain is harvested, threshed and cleaned for market at one operation. The machine has been tested in small fields, and is said to work satisfactorily.

It resembles a header, and the horses are driven behind the machine. In place of the header sickle there is a cylinder ten inches in diameter. The heads of the grain are driven against this cylinder by the driving blast of an exhaust fan. The grain is then carried back into a cleaner, where it is separated from the chaff, which is carried by an elevator to the sackers. The fan and elevator are run by a gasoline engine. The machine is made of steel and weighs about 2,500 pounds. It takes the same size swath as a header, but travels faster because it does not depend on a barge.

Forest Fires—A National Menace.

Bulletin Of The Commission On Conservation.

During the past summer forest fires have been devouring the growth of centuries with ruthless rapacity. Northern Ontario, Manitoba and British Columbia have suffered most. Fine tracts of merchantable timber worth millions of dollars have been destroyed, square mile up-

on square mile of young growth coming on to supply the demands of the future has been wiped out of existence. In Northern Ontario, where but a thin layer of vegetable mould covers the rocks, the soft, oozy forest floor, the only hope of vegetation and equable stream flow has been completely destroyed, leaving a cheerless rocky waste for generations to come. Even if no thought be given to the number of lives lost, it must be admitted that the loss occasioned this year by forest fires has been nothing short of appalling.

Can nothing be done, then, to prevent this loss? The answer is that much can be done. The solution of the problem is indicated in two words—public sentiment. The two principal causes of forest fires are campers and railways, and public opinion must be brought to bear upon these. The tourist-camper does not at all realize the extent of the damage which his unextinguished camp fire may do. Laws against leaving camp fires burning are already on the statute books, but it is quite evident that their observance rests mainly with the tourist himself. He must be impressed with the very serious nature of his offence. If a man sets fire to a building, he is convicted of arson and sent to prison as a felon, but if his unextinguished camp fire burns down millions of dollars worth of timber and perhaps destroys human life as well, he is, at best, made to pay a small fine. When public opinion views this carelessness of the camper as a criminal act and frowns upon him accordingly, considerable progress will have been made in lessening the number of forest fires from this cause.

But it is the railways that spread the most destruction. Traversing, as they do, the great lone stretches of uninhabited timber areas, the sparks from their locomotives start numerous fires that gain great headway before being detected. Too often the right-of-way, piled thick with inflammable rubbish, furnishes a tinder-box for these conflagrations. The owner of destroyed property along the line has found it almost impossible under the present laws to get damages from the railway company, so difficult is it to fix the responsibility, and so expensive is the process of litigation. In order to lessen the number of fires due to this cause, the Committee on Forests of the Commission of Conservation has proposed to make the railways pecuniarily responsible. It has recommended that there be added to the Railway Act a clause making them liable to a fine of \$1,000, recoverable by summary prosecution before a stipendiary magistrate or two justices of the

FARM MACHINERY BUSINESS FOR SALE

Consisting of a Warehouse, 24x60 ft., standing on two lots. All office fixtures, including a large safe, desk, typewriter, files and tools. Everything necessary to carry on the business as a going concern. All contracts will be transferred to the buyer. Large territory. Situated West of Moose Jaw, on Main Line.

PRICE \$1600--EASY TERMS

Address--"Opportunity," Canadian Farm Implements,
822 Union Bank, Winnipeg.

MANAGER WANTED

By Manufacturer for Western Branch, must be an A1 Man. Good Salary and Prospects. Give full particulars. Correspondence confidential. Address: Canadian Farm Imps., 822 Union Bank Bldg., Winnipeg. Manager A.

peace, for every fire started by sparks from their locomotives. It makes no difference whether the fire begins outside the right-of-way or spreads therefrom to adjoining land. The railways are exempt from this fine if they can show that they have the best modern appliances on their locomotives to prevent the emission of sparks, that their employees have not shown negligence in conducting to the starting of the fire, and that they have maintained an efficient and properly equipped staff of fire-rangers. In other words, the Committee proposes to lessen the number of fires caused by sparks from locomotives by having the railways fined for the damage they do, unless they take every possible precaution to prevent such damage. This is obviously a fair recommendation as regards both the railways and the public, and the effort to have it made law is worthy of public support. Every Canadian is deeply interested in the protection of our forests; for each forest fire means that he and his children will have to pay higher prices for every foot of lumber they use. Such a measure, for the preservation of our forests, as that recommended by the Committee on Forests of the Commission of Conservation should, therefore, commend itself to every public-spirited citizen and newspaper in Canada.

What the Japanese Have Done to Formosa,

Formosa is an island lying off the coast of the Chinese province of Fu Chien, from which it is separated by a strait from 90 to 220 miles wide. The island has a maximum length of 235 miles while its breadth varies from 70 to 90 miles, the area being 14,978 square miles. The inhabitants number about 3 million, and consist of Chinese settlers, Japanese, and the aborigines. A writer in the British Export Gazette says that although scarcely known except by name at the time of the war between Japan and China a decade and a half ago, Formosa is to-day one of the most promising island markets in the eastern seas. Before its cession to Japan in 1895 its trade, negligible in volume, was exclusively with China, but last year importations of merchandise exceeded \$20,000,000 and shipments of produce were valued at upwards of \$19,000,000. A fourfold increase in so short a period is in itself significant evidence of the forward march of the island under the progressive administration of Japan. The latter country itself enjoyed a little over half (\$22,000,000) trade. The share of China was second with \$3,700,000; that of the British Empire third with \$3,500,000, the United Kingdom alone being responsible for \$2,350,000; the Un-

ited States, \$3,400,000; and Germany, \$600,000.

Formosa's progress has been brought about solely through the energy of the Japanese, who have commenced to exploit the wonderful natural resources of this island, resources previous to Japanese occupation almost wholly neglected. Visitors to the Japan-British exhibition, for example, have been particularly impressed with the evidences of remarkable advance in the cultivation of tea, sugar, rice and camphor, all of them now important articles of export. Experiments are also being undertaken with tobacco and rubber, while among minerals, shipments of gold, coal, and sulphur have been made. But activities in this direction are only just beginning, and cannot enjoy full expansion until the necessary transport facilities are provided. The interior, with all its great potentialities, is still out of touch with the coast, and must remain so pending the construction of railways into the mountainous districts. At present, for instance, timber has actually to be imported for building purposes, although vast forests of suitable timber are awaiting exploitation, sufficient not only for local use but also for export. Bunker coal in abundance is also known to exist, but operations are handicapped by the lack of transport, the same being true of sulphur, the valuable deposits of which have barely been touched. Japanese activity, however, is increasingly apparent, and development works of various kinds are in progress, including harbor construction, the building of light railways into the interior, irrigation works for agricultural development, water services, and electric lighting.

When in the course of the next few years many of these works are completed, the trade of the island, now amounting to upwards of \$40,000,000, will inevitably show remarkable further expansion. Already there is a considerable demand for machinery and materials for the engineering undertakings mentioned above, during the last three years the average importation being valued at about \$1,250,000 annually. The population is still to a large extent in a semi-savage state, but under Japanese influence the social, and consequently the commercial status of the people is rapidly improving, the demand for domestic goods of all descriptions—clothing, cotton goods, earthenware, simple hardware, etc.—increasing every year. It is noteworthy that 90 per cent. of the white shirtings imported, and the whole of the cotton sateens (\$175,000) and gray shirtings (\$85,000), are of British origin, and although many classes of cotton piece goods are imported from Japan, there is undoubtedly

a fine field in this island for textiles and other goods from the United Kingdom.

Census of Agriculture.

The next census of agriculture will be taken under date of June 1, 1911. The area, product and value of field crops harvested in 1910 will be enumerated for fall wheat, spring wheat, barley, oats, rye, corn for husking, buckwheat, beans, peas, flax, mixed grains, hay and clover, alfalfa or lucerne, corn for forage crops, turnips, mangolds, sugar beets, other field roots, tobacco and hops; and grass seed, red clover seed and alsike clover seed will be enumerated for product and value. Grain and other field crops for the harvest of 1911 will be taken by areas only, as none of these crops will be ripe at the taking of the census. The products of these crops will be gathered later in the year from the reports of correspondents.

Animals and animal products, also under the head of agriculture, will include the number of horses three years old and over, and horses under three years, milch cows, other horned or neat cattle, sheep, swine, turkeys, geese, ducks, hens and chickens and hives of bees held or owned by each person at the date of the census on June 1 of 1911. The number of horses, milch cows, other horned or neat cattle, sheep, swine and poultry sold in 1910, will be recorded, as well as the wool, milk, home-made butter, home-made cheese, eggs and honey products of the year, and the quantities of milk and cream sent to factory or sold.

Pure-bred animals registered, or eligible for registration, which are owned at the time

of taking the census will be enumerated for horses, cattle, sheep and swine, but their number will also be counted with all other animals.

Fram Engines in France.

U. S. Consul-General A. Gaulin, writing from Marseilles, says that the Commission Agricole de l'Automobile Club de France, with a view of encouraging the use and development of motor machinery for farming purposes, has just laid out and placed at the disposal of the public a tract of land in the town of Thivernal (Seine et Oise), near the railway station of Plaisir-Grignon. Builders and farmers may obtain from the commission in Paris special permits fixing the days and hours during which the grounds will be reserved for their benefit. Official supervision may also be secured, provided the commission is advised the exact nature of the proposed experiments, and subject to the payment of the expenses occasioned thereby. Certificates will be issued in these cases, and the interested parties may demand that the results of the tests be made public.

Travelling Thresher.

G. O. Walters, of Long Beach, California, has patented a travelling thresher. The machine may be operated either by steam or gasoline and will travel over a field and pick up loose or bound grain, thresh the same and deliver the grain and straw separately. The investor is anxious to interest manufacturers or financiers in his machine, which he describes fully in a 24 page booklet just received. A detailed set of drawings is included in the book and shows the mechanism fully.

For Thanksgiving Day, October 31, 1910, the Canadian Pacific Railway Company

are authorizing a rate of a fare and one-third for the round trip. Tickets will be on sale October 28 to 31 inclusive, final return limit November 2, 1910

Harvesting Machinery has Worked Wonders.

An interesting article appreciative of the great benefits which modern harvesting machinery is able to confer upon agriculture appeared from the pen of Mr. Herbert W. Casson in a recent issue of Harper's Weekly. Dealing with the American type of harvester, he refers to the first machine brought out by Cyrus Hall McCormick, "Scotch-Irish by race, American by birth." For 5,000 years, neither the peasants nor the Kings, says Mr. Casson, had conceived of any better way of reaping wheat than by the sickle and the scythe. This new machine, the reaper, when it was full grown into the binder, was equal to forty sickles. With one man to drive it, it could cut and bind enough wheat in one season to feed four hundred people. In its most highly-developed form—the combined harvester and thresher—it has become so gigantic a machine that about thirty-two horses are required to haul it. The leviathan cuts a 40-ft. roadway through the grain, threshes and bags it at a rate of one bag every half minute. And the total world production of reapers of every sort, self-binders, mowers, headers, corn binders, etc., is probably as many as 1,500,000 a year, two-thirds of them being made in the United States. Mr. Casson considers rightly that it is largely because of the development of harvesting machinery that the wheat crop of the world is now nearly twice what it was in 1879. Certainly enormous progress has been made during the past thirty years in the mechanical means of ingathering cereal crops. He goes on to show that the American crop had multiplied six and a half times in fifty years; and in the meantime Western Canada, Australia, Siberia, and Argentina had become wheat producers. The cost of growing one bushel in America, with machinery and high wages, is now, he considers, about half a dollar, which is less than the cost in Europe and as low as the cost in India, where laborers can be hired for a few pence a day. With a sickle the time-cost of a bushel of wheat used to be three hours; with a self-binder it is now ten minutes!

Manitoba Good Roads Association.

A meeting of the above association was held in Winnipeg on Sept. 26 for the purpose of receiving the judges' report on the competition for the best kept mile of those entered in the tests.

The first prize for excellence was unanimously awarded to G. N. Taylor, of Rosser, it being

the opinion of the judges that this mile was an absolute model for surface and general construction.

The chair was occupied by Reeve Henderson, of Kildonan, and a full representation of the members attended. After discussing the report and listening to suggestions as to the future programme of the association, it was moved by Controller Waugh that a deputation should be appointed to wait on the government and ascertain what it intended to do in regard to the proposed legislation, which was submitted last May, and when this was ascertained to draft a bill dealing fully with the scheme and to lay this before the meeting of the municipalities which will be held in St. Boniface next November.

The municipalities of Assiniboia, Rosser, St. Andrews and Springfield were contestants, and three prizes were offered in each municipality for the best kept mile of road, the split log drag being used in all cases. Each municipality selected four different sections of road and commenced work on them the first of June, continuing until the end of August. The inspection committee made three separate tours of the districts, thereby covering a distance of about 600 miles, and finished their work on Sept. 19.

First prize and championship in Rosser was awarded to G. N. Taylor, Mount Royal P. O.

In Assiniboia John Bourke, St. James, captured first prize.

In St. Andrews Geo. Larter, Parkdale P. O., obtained first prize.

First prize in Springfield, Geo. Miller, Jr., Cooks Creek P. O.

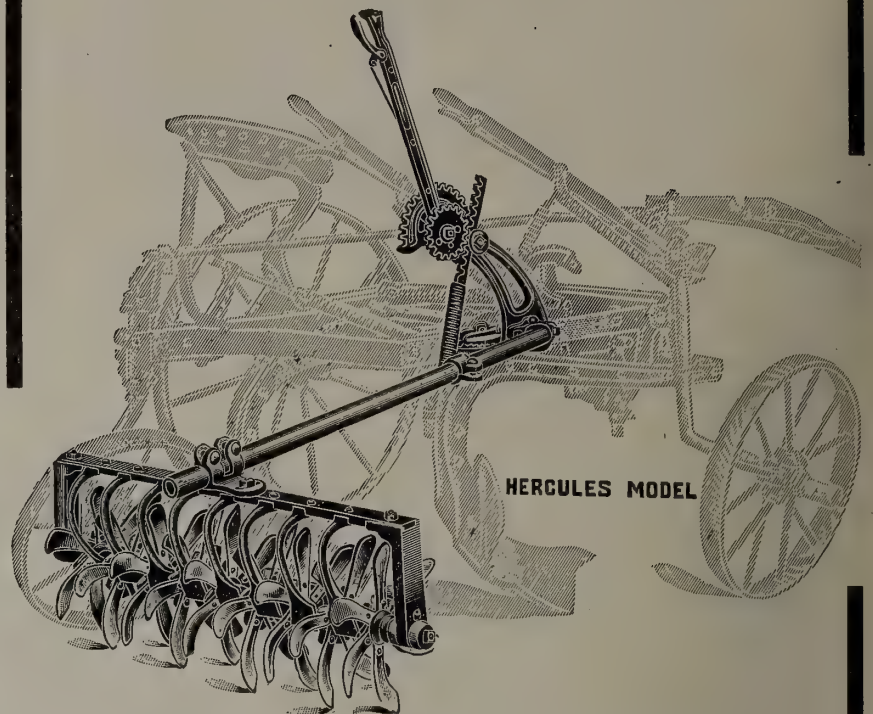
There can be no doubt that the good roads movement will receive a distinct impetus as a result of the competition, and in the municipalities above mentioned there was a keen rivalry as to which could show the finest stretch of highway. Placards were placed at the end of each mile under treatment setting forth the facts of the work being done in order that users of the road might observe the benefits resulting from a continued use of the drag. The results would have certainly been better if the country had been favored with a few more showers of rain, after which the split log drag can be used to best advantage.

Don't be satisfied until you bring everything to a complete finish.

WANTED

Three A1 Traveling Salesmen
ONTARIO WIND ENGINE
& PUMP CO. Ltd., Winnipeg

A Perfect Tool



Above cut illustrates our Hercules Model. It is a general all round rough usage tool, and it is the strongest attachment ever built for pulverizing the ground in connection with plowing.

This Model can be supplied with either No. 1 or No. 2 blades illustrated in catalog; the choice of blades depending entirely upon soil conditions.

All authorities are agreed that the secret of good crops lies in thorough cultivation; but this entails time, labor and money by the old methods. Just here the KRAMER ROTARY HARROW steps in and eliminates the time spent in harrowing. The use of our line of attachments enables you to harrow and plow in one operation, and the work is done at the time when most needed.

The dealer who wants to sell the best tools to his trade will secure the agency for the

KRAMER ROTARY HARROW

at once. Farmers are interested as never before—and sales will increase accordingly.

Write for revised price list and terms. We have the most attractive proposition ever offered the dealer.

THE KRAMER COMPANY

Winnipeg, Man.

Paxton, Ill.

CANADIAN SELLING ORGANIZATION.

JOHN DEERE PLOW CO., LIMITED

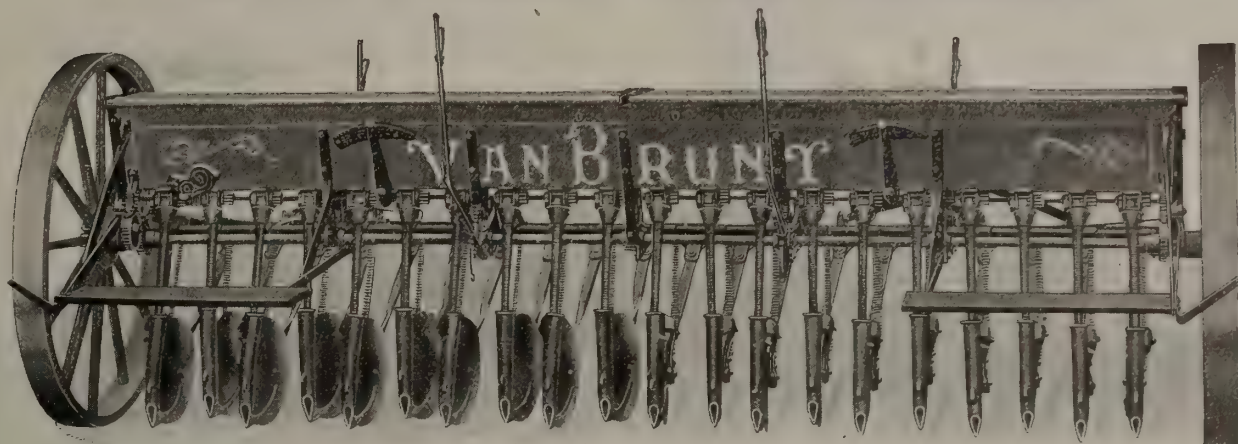
Winnipeg

Regina, Saskatoon, Calgary, Edmonton

Light Draft Van Brunt Drills

With Closed Side Delivery

Made in sizes
12, 14, 16, 18,
20, 22, and
24



Single,
Double Disc
and Shoe
Interchange-
able

THE VAN BRUNT MADE ITS WAY BY THE WAY IT'S MADE

The parts that go to make up a perfectly equipped and well balanced drill you will find on the Van Brunt

AXLE. Continuous—not stub axle which cheapens it. Runs the entire length of the machine.

WHEELS. With long hubs (chilled). Set well under the end of frame and are dust proof. Wheels run on a plumb spoke—no pitch or gather. Wheels on the Van Brunt need no pitch for the reason that the Van Brunt frame is so constructed that it does not spring or sag in the middle. Gather on wheels for wagons is all right, they run on a thimble skein or tapered axle. You would not think of adjusting the front furrow wheel on your gang plow with a gather. The same rule applies to wheels on drills and any implement with an axle of the same dimension.

FRAME. Is built of heavy angle steel and is thoroughly braced. The corners are solid, reinforced to prevent the slightest springing or rocking.

GEAR DRIVE. (Not chain). No lost motion. Never wear out or bother. Both wheels are drive wheels.

TILTING LEVERS. The operator can change the angle of discs or shoes when the machine is in motion. **A tilting lever is as great a necessity to a grain drill as a tilting lever is to a mower.** (An exclusive feature of the Van Brunt drill.)

DISCS. Every disc, single or double, is perfectly trued before leaving the factory. There is no wobbling of the discs used on the Light Draft Van Brunt Drill.

FURROW OPENERS. The single disc furrow opener with toe scraper was first brought out by the Van Brunt Manufacturing Co. in 1900. Since then every drill concern in Canada has tried to copy the Van Brunt Furrow Opener. Mr. Van Brunt has taken another step in advance in bringing out and patenting both in the United States and Canada the **CLOSED SIDE DELIVERY** for single disc construction, shown in Figs. 1 and 2 (and cannot be infringed upon). With this construction the seed is delivered in the trench about 3 inches farther in advance than with the furrow opener formerly used by us and now being used by all competitors. The **CLOSED SIDE DELIVERY** assures perfect covering of all grain. This feature is not an experiment, having been used the past season both in Canada and the United States.

DRAG BARS. Are made of special steel manufactured expressly for the Van Brunt Manufacturing Co., having the correct amount carbon to give them strength. You will always find the Van Brunt furrow openers 6 inches apart (not 5 in. or 7 in. as with other drills).

BEARINGS. Are all case hardened, guaranteed not to wear out. Read what we say on page 5 Drill Catalogue—our standing offer: **"We replace, free of charge, all bearings that wear out."**

DELIVERY. On both single and double disc Van Brunt Drill the grain is deposited further ahead in the furrow than any other drill sold in Canada. Ask the John Deere Agent to show you this feature.

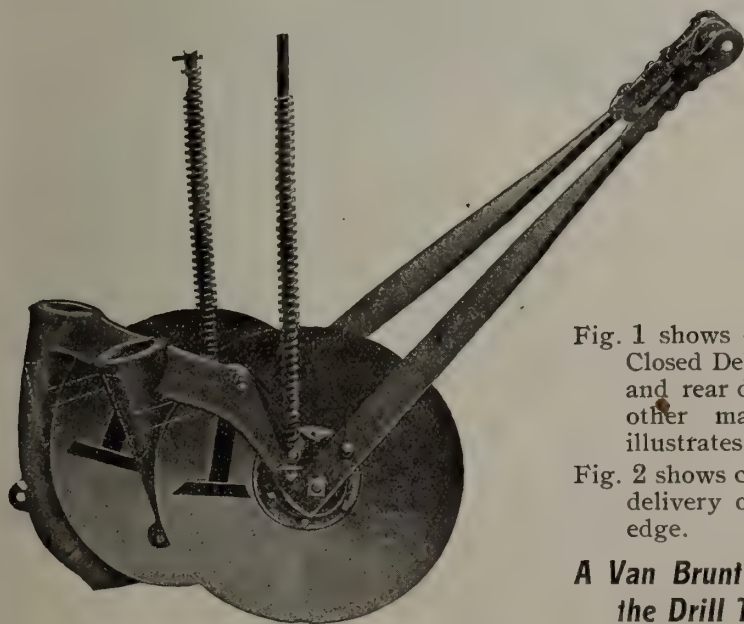


Fig. 1

Fig. 1 shows comparison between new Closed Delivery used on Van Brunt and rear delivery formerly used by other makers. Short drag bar illustrates the new device.

Fig. 2 shows convex side of disc. Note delivery of grain inside of cutting edge.

A Van Brunt Contract will give you the Drill Trade of your District

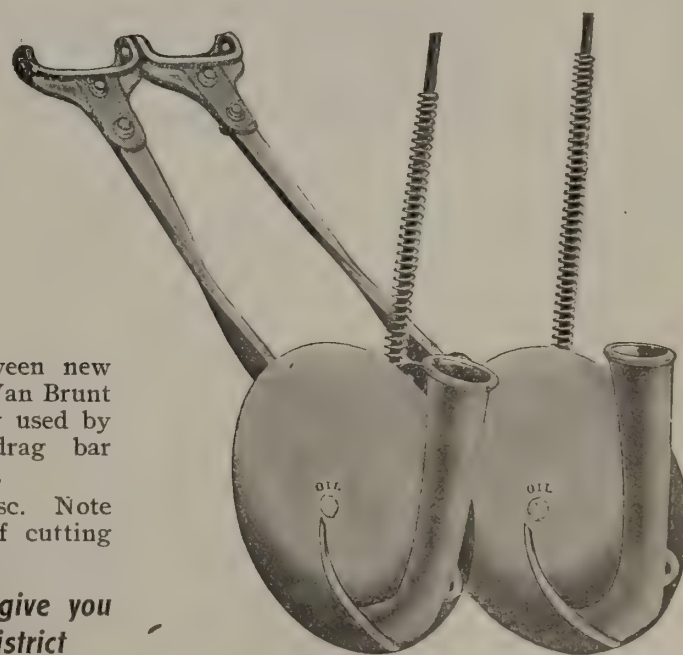


Fig. 2

JOHN DEERE PLOW CO. LTD.

Winnipeg

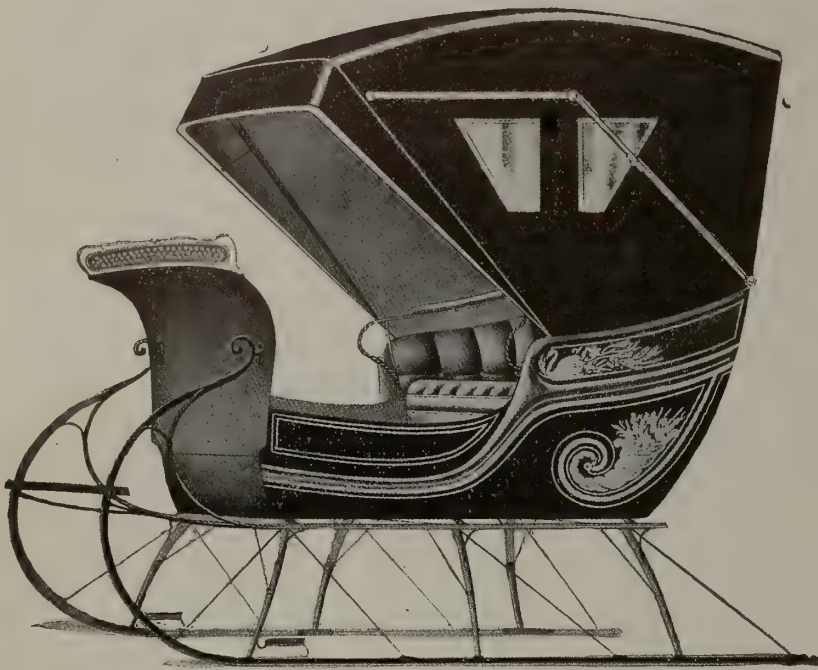
REGINA

SASKATOON

CALGARY

EDMONTON

Brockville Cutters



No. 205 $\frac{1}{2}$ Lady of Snow
With Top and Storm Sides

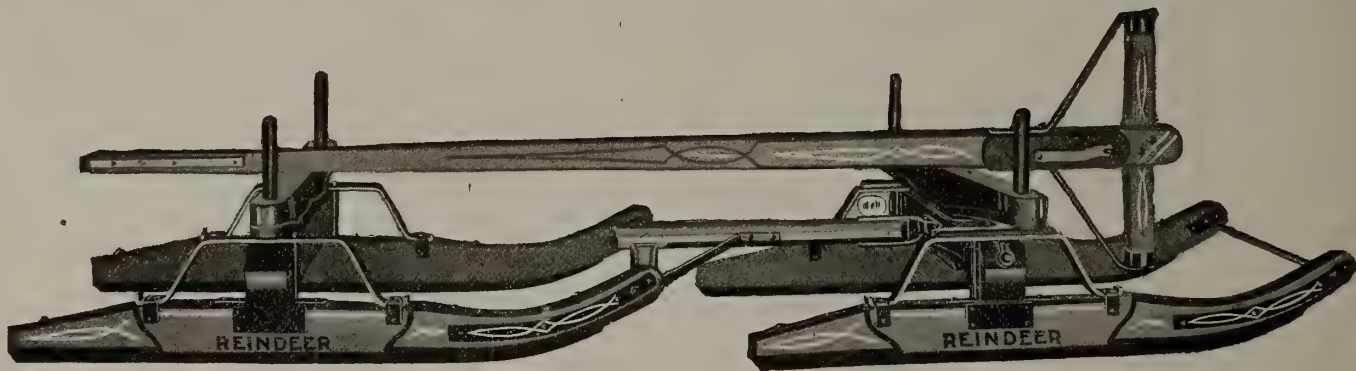
Brockville Cutters have been on the market so long that it hardly seems necessary to say much concerning them as they are so well and favorably known, embodying as they do

Originality in design,
Superior trimmings and finish,
Trimmings removable,
Prices right.

This is the popular 205 $\frac{1}{2}$ style

Illustrated and descriptive catalogue on application.

Reindeer Sleighs



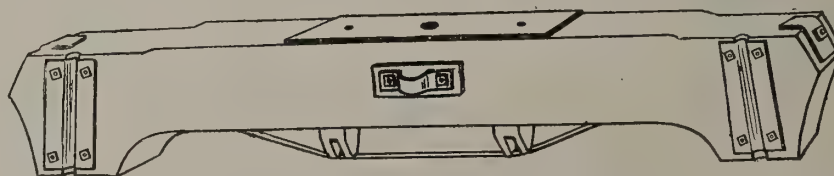
No. 28 $\frac{1}{2}$ Reindeer Sleigh

Made in all sizes with steel or cast shoes

Quality and Workmanship.—Made of a straight grained hard-wood timber throughout, put together in a smooth, workmanlike manner.

Trussed Bench furnished on

- No. 25 $\frac{1}{2}$, 2 in. x 6 $\frac{1}{2}$ ft. runners, steel shoe
- No. 26 $\frac{1}{2}$, 2 $\frac{1}{2}$ in. x 6 $\frac{1}{2}$ ft. runners, steel shoe
- No. 27 $\frac{1}{2}$, 3 in. x 6 $\frac{1}{2}$ ft. runners, steel shoe



Reindeer Trussed Bench

Trussed Bench furnished on

- No. 28 $\frac{1}{2}$, 2 in. x 6 $\frac{1}{2}$ ft. runners, cast shoe
- No. 29 $\frac{1}{2}$, 2 $\frac{1}{2}$ in. x 6 $\frac{1}{2}$ ft. runners, cast shoe

Painting.—Orange red, with very neat wide lines of black and fine lines of white striping. Well varnished and very much above the usual sleigh in smoothness of finish and general appearance.

Do not place your order for Sleigh goods until you have an opportunity of talking to our travellers.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

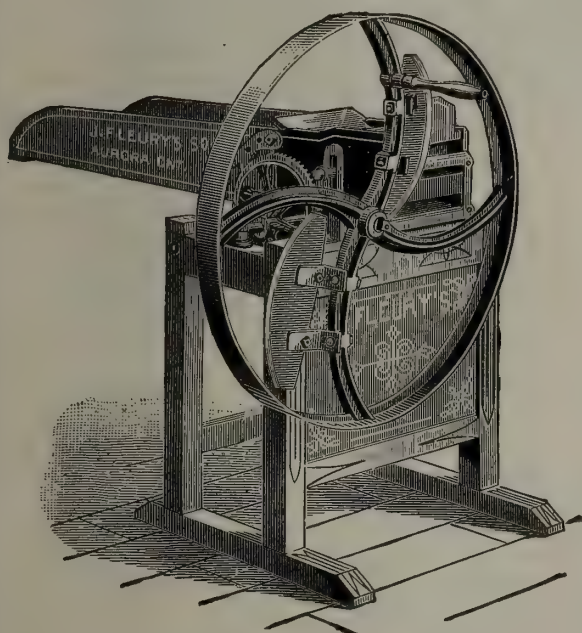
EDMONTON

ATTENTION



FLEURY'S GRINDER

Our Grinder line consists of the famous RAPID EASY and GOOD LUCK GRINDERS.



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Seven different styles and sizes for hand, belt and horse power; with or without carrier or blower.

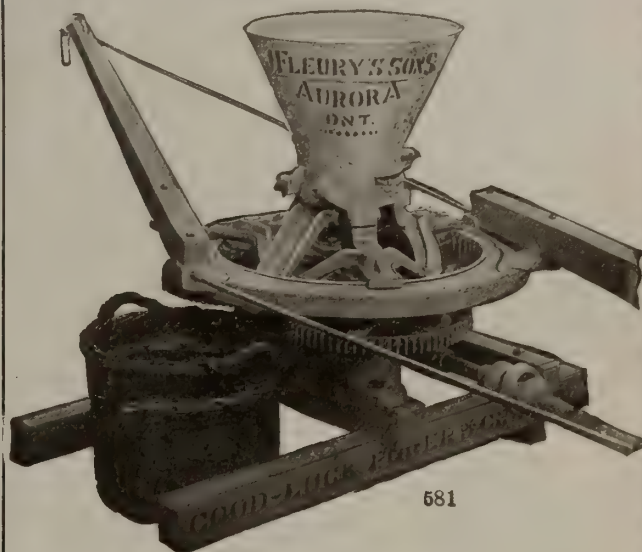
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Grinders
Straw Cutters
Wood Saws

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Horse Powers

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'BETTER FARMING'
GIVING
FULL EXPLANATIONS



Good Luck Power and Grinder

Specially Adapted to Farmers' Work
Construction and Finish PERFECT.
THOUSANDS in use and giving
highest satisfaction.

The best is cheapest; an INFERIOR
machine is DEAR at ANY PRICE.
YOU want only the best.



Circular Saw Machine No. 3

Length between saw and fly-wheel 4 feet 4½ inches. Size of pulley, which has fully turned face, 5 inch diameter by 7 inch face. Saw of any diameter from 22 to 30 inches can be supplied.

JOHN DEERE PLOW CO. LTD.
Winnipeg

REGINA

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Farm Machinery a Good Investment.

The farm machinery used in the agriculture of the country has not only paid for itself but it has added many millions to the wealth of the nation, says the editor of the National Stockman and Farmer. Some of the earlier forms of our now highly efficient machines would seem very crude to the farmer of to-day, but in their time they were great improvements and economizers, and they paid for themselves before they were worn out or cast aside for something better. Of course there have been some mistakes in the many inventions made to further the work of the farm, but as a rule they have not been costly to the farmer. Conservative buying, testing before purchasing, has been the rule of the American farmer, and the result is that his machinery has returned him a profit on his investment in it ever since there was such an industry as manufacturing farm implements and machines. This is as true to-day as it was fifty years ago, when few improved farm machines were turned out. We remember when many intelligent men thought the limit of efficiency in farm machinery had been almost reached. Yet subsequent events showed that the limit had not even been approached; and showed also that the limit in the number of machines and implements considered indispensable by farmers was far beyond their expectations. Since that day farmers who then thought their equipment of machinery about as good and nearly as complete as they would ever need or use have purchased cream separators, manure spreaders, corn harvesters, potato planters and diggers, silo machinery and gasoline engines—all then unknown; and besides they have now in use better implements for plowing, planting, seeding, cultivating and harvesting than they dreamed of, though they were then doing these things with machinery. Progress in improving and inventing has been marvelous, and the best of it is that the machinery has paid the men who use it. It will no doubt continue to do so. We are not yet at the limit of efficiency in farm machines.

Of course the profit in farm machinery that stands out most clearly to the user of it is the economy of time and labor and the larger amount of work he can do with it. But there is another item which should be credited largely to the use of machinery, and that is the increase in the value of the land. If it were possible to imagine farming without modern machinery, we might imagine how much less the value of the farms of this country would be without it. With such

a labor cost as would inevitably be charged against farm land, its value would have to be low because its profits would be little or nothing at all. Farm machinery has added more value to the land of this continent than any other one thing because it has made the land useful instead of idle. It has allowed a man to hold a hundred acres of land while it advanced in price where he could not have held ten acres, and it has at the same time helped him to dig money out of the larger tract. We do not believe in any farmer trying to own all the agricultural machinery invented, but there can be no two opinions as to the principle that he should have enough to do his work well and have the best he can buy. He should have this to make his farming profitable, to make the most of his costly human and equine labor, to farm his whole area instead of half-farming a small part of it. Idle land makes nothing or worse than nothing, but active machinery and useful land pay dividends. The proper balance between the land and the machinery is worthy of more study, and it usually means more and better machinery for the man who studies it with a lead pencil in his hand.

Filtration of Water Supplies. Bulletin Issued By the Commission of Conservation, Ottawa.

The quality of water for human consumption depends upon the polluting and purifying influences to which it has been subjected before reaching the consumer. It is well known that the general health of a community using a sewage polluted water gradually falls lower and lower and the death rate increases proportionately. Of the diseases most frequently following the use of an impure water, typhoid fever holds, at the present day, the most prominent position in the public eye. It is a curious fact, as yet unexplained, that the change from an impure water to a pure supply diminishes the sickness and death rate, not only from typhoid fever, but also from tuberculosis, pneumonia, and other serious diseases. It is also a fact that in certain cities using a sewage polluted water the death rate from typhoid fever is many times more than that for cities using a filtered water supply taken from the same source.

Generally speaking, there are two methods in use for the filtration of public water supplies: they are known as the "Slow Sand" filtration and "Mechanical filtration." In the former type, the water filters through beds of sand and gravel at varying rates of from two to

five million gallons per acre every twenty-four hours, according to the character of the water. In mechanical filtration, a precipitate is first added to the water, which is then passed through a medium of sand under pressure, the rate of filtration being many times more than in the slow sand filters.

The type of filter best suited for any particular water must be carefully considered before adoption by a municipality, and this can only be done by a competent sanitary engineer. When either system can be used, it resolves itself into a question of primary cost and annual maintenance. The slow sand filters cost, approximately, \$30,000 per million gallons of the daily consumption and about ten per cent. of this per annum for operating; while a mechanical filter costs about one-fourth, and, if carefully operated, a high degree of efficiency as regards purification can be obtained. This is well exemplified at Chatham, Ontario, where for some years filters of this latter class have been in operation, the water treated being that of the river Thames.

Picking Cotton by Machinery.

A field test was recently made in Texas of a mechanical cotton picker and, according to a writer in the Implement and Vehicle Journal, was a complete success. Thousands upon thousands of dollars have been spent, and the brain of more than one inventor worn out in trying to produce a successful cotton picker. Many principles and devices have exhausted the genius and energy of more than one who believed he would solve the problem of picking cotton by machinery, and thus give to the cotton States a machine of no less importance to the cotton grower than is the harvester and binder of importance to the wheat growing countries, and at the same time make for himself a name that would be given a place among the inventors of labor-saving machines. Of all labor-saving machines there is not one of so much importance to the Southern farmer and cotton producer as is a successful cotton picker. And not one that means more for the prosperity of the cotton growing States. But is the cotton picker a success? Our answer to this is that some 500 persons witnessed the operations of three of these machines on the Caruth farm, northeast of Dallas, on the Sherman-Dallas interurban line, and of this number, not one was heard to say the demonstration was a failure, but to the contrary everyone the writer heard comment on the work done expressed astonishment that a cotton picking machine would gather the open cotton and do no

harm to the plant, and no injury to the unopened balls or the squares just forming. While the cotton stalks, or plants where these machines gave a field exhibition, were not more than from 20 inches to 2 feet high on the average, it was an ideal place for testing the machines, for while a majority of the bolls had put out the cotton ready for picking, there were numerous unopened bolls, many squares and not a few blooms.

The cotton is snatched from the stalks by a battery of rotating steel fingers or spindles, then carried upward and deposited into sacks at the rear of the machine. The machine is propelled by a thirty-horsepower gasoline engine, and will pick an acre an hour, and get on an average 90 per cent. of the fibre that is ready to be gathered.

The owners of the machine say it has picked 800 pounds of seed cotton an hour—at the rate of 8,000 pounds a day in fields where the cotton was well fruited. Only one man is required to operate the machine, and his business is to guide the machine much as the chauffeur guides his automobile, and the machine does the rest.

Stripped of its picking device, it is so constructed that a plowing attachment can be bolted to the framework, and the machine, with its 30 h.p., made to do good plowing. Then the plowing attachment can be replaced with a cultivator attachment, and by displacing it a stalk-cutter attachment can be connected to the frame and the machine made to cut stalks.

The power of this machine can be utilized for various other purposes from a saw mill to a well drill or a cotton gin. And, using the words of its owners, "When generally introduced, it will multiply the potential energy of the Southern laborer by at least twenty-five. And, while there may be changes to be made that will bring the machine nearer to perfection, and while there may develop some weak parts about it, the cotton picker is a machine that should be valuable to its inventor and a boon to the cotton growing States.

This machine will be on exhibition at the State Fair of Texas during its progress, and will give a series of practical demonstrations, picking cotton planted in the field within the race tract enclosure.

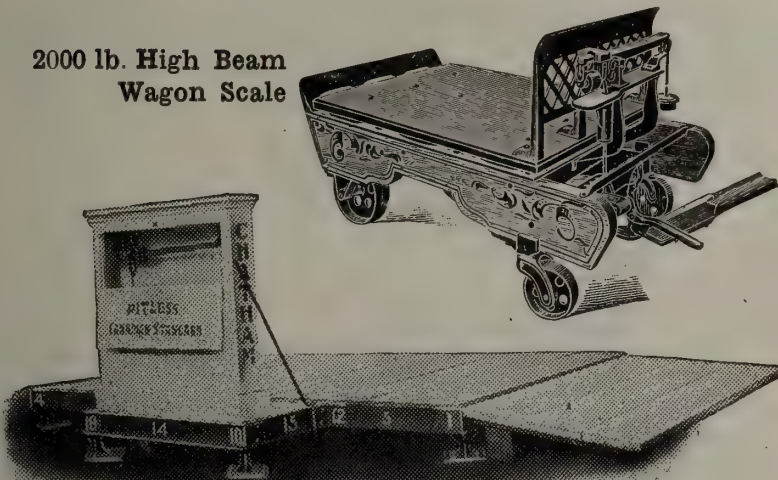
Don't be backward about writing to our advertisers. Whenever you send them an inquiry it does them good; it does us good and it does you good.

Don't show yourself too anxious to get an order. The customer will see it in your manner and he will make the bargain, not you.

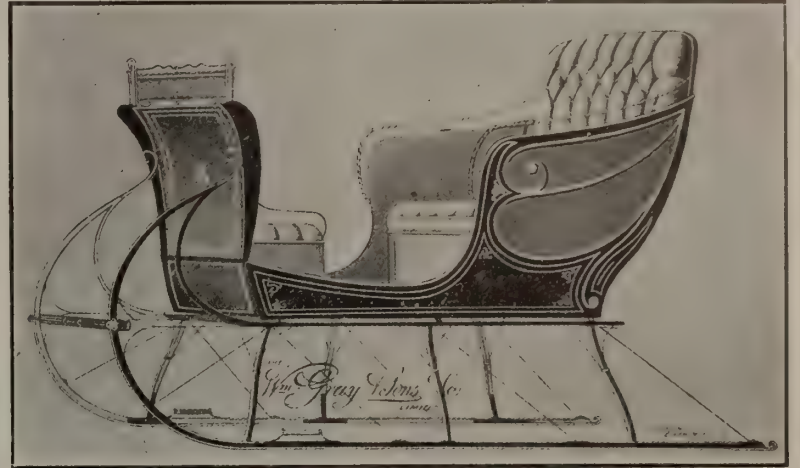


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Wagon Scale



5-ton Pitless Scale. Every progressive farmer should have one



A Handsome General Purpose Cutter

OUR NEW COMPANY have now completed their first year of operations. Dealers who joined us a year ago and have handled our lines have found selling easy and profitable.

¶ There is still room for a few more live men to cover unoccupied territory. Write to-day and secure it while still open.

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MOOSE JAW, Sask.
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Kitchen Cabinets, a Necessity in the Home



The Perfect Grain Cleaner and Grader

Dry Farming Congress at Spokane.

Displays of agricultural implements and machinery will be among the interesting features of the international exposition in connection with the fifth Dry Farming Congress at Spokane, Wash., Oct. 3 to 8. The show will take place in a tent, said to be the largest ever erected on this continent, in connection with the Spokane Interstate Fair, while the machinery exhibits will be housed in tents and temporary structures, also demonstrated in the open field.

Everything points to the exposition being the largest ever seen in the Pacific northwest. Dry farm products of all kinds will be shown, the exhibitors being from Hungary, Australia, New South Wales, India, Sweden, Austria, France, Belgium, Mexico, Argentina, Hawaii, the provinces of Alberta, Saskatchewan, Manitoba, British Columbia and most of the twenty-seven States that have arid and semi-arid tracts of land under cultivation by either irrigation or dry farming methods.

The Canadian government exhibit occupies the same location on the grounds that it has been given by the board of management for some years past. Mr. Grieve, the agent in charge of this territory, has one of the best exhibits of grains, grasses, roots and vegetables on the ground and with his staff of assistants is doing splendid work in setting forth the opportunities for agriculture in the three provinces of central Canada, and with a display of photographs from British Columbia is not overlooking that province.

The province of Alberta has an individual exhibit that is very attractive and shows some excellent samples of oats and wheat that are a surprise to the Washingtonians. This exhibit has been entered in competition for one of the largest prizes that are to be awarded.

The boards of trade of Lethbridge, Cardston and Macleod have also individual exhibits that show a lot of care in the preparation, are tastefully arranged and splendidly equipped for the work they are intended to accomplish. The Macleod people are pleased as the result of the judging, which has given them several first and a good number of second prizes in the wheat and oats classes. Cardston enjoys a like distinction in some of the grasses exhibited by one of its citizens.

The Canadian Pacific railway has also a building in the grounds, in which they have a splendid display of grains and grasses grown upon lands contiguous to their lines.

J. L. Doupe, assistant land Commissioner of the Canadian Pacific railway, is here in at-

tendance at the congress. Duncan Marshall, minister of agriculture for Alberta, and Hon. W. R. Motherwell, minister of agriculture for Saskatchewan, are in attendance at the congress, as is also Senator Bostock, as representative for the British and Dominion governments.

The United States government is sending a large exhibit from its ten experiment stations and demonstration farms in the northwest, southwest and the west, and the speakers announced for the congress, which is to be held for four days during the week of the exposition, include some of the best known agriculturists of the world and a large number of those who are prominently connected with the Department of Agriculture at Washington.

Many manufacturers of farm implements and machinery have made entry and donated premiums and will also give practical demonstrations during the week of the exposition.

As we go to press reports come that Canada has again demonstrated the superiority of her hard wheat by sweeping the boards in that class in the ex-

hibits at the Dry Farming Congress at Spokane. It will be noticed that farmers from the Macleod district were very much to the fore as prize winners. The following Canadians were awarded prizes for grains.

Peck of hard winter wheat—H. Bates, Macleod, Alta.; W. Damon, Macleod, Alta.; W. J. Glass, Macleod, Alta.

Peck of wheat, any variety—A. A. Brickett, Lethbridge, Alta.; C. Clark, Macleod, Alta.; P. C. H. Primrose, Macleod, Alta.

Peck of hulled barley—W. J. Glass, Macleod, Alta.; H. McIntosh, Macleod, Alta.; C. G. Silver.

Peck of medium white oats—W. J. Glass, Macleod, Alta.; P. A. Switzer, Lacombe, Alta.; C. J. Wismer, Bozeman, Montana.

Sheaf of hard spring wheat—Donald Urquhart, Wilson Creek, J. H. Reed, Langdon, Alta.

Sheaf of hard winter wheat—A. M. Smith, Arthur Curry, Alberta; S. Bennet, Hartline.

Sheaf of wheat, any variety—E. O. Wintermute, Macleod, Alta.; Claude Hollingsworth, Colfax, Tillman Renter.

Sheaf of medium white oats—

Arthur Perry, Cardston, Alta.; R. R. Coffey, Macleod, Alta.; A. D. Thayer, Waverly.

Take Care of Farm Implements

Is it not strange that there are still farmers careless enough to leave their plough in the furrow, their mower at the edge of the slough, even their binder in the stubble, until the next season's work on the land? Yet there are men who will do this in spite of the protests of the trade papers and agricultural journals.

Every implement dealer who notices a neglected machine lying in the field should call the attention of the owner to the fact in a tactful manner, for it is certainly to the interest of the dealer that the farmer should care for and appreciate the value of his machinery.

H. M. Bainer, professor of Farm Mechanics at Colorado Agricultural College says in *The American Thresherman* that the farmer's land, livestock, and machinery are his business capital. To make good returns and interest on money invested in them, they must be properly cared for.



Winnipeg Sales Staff of Ontario Wind Engine and Pump Co., Ltd.

R. S. Hanson, C. A. Gillis, W. Amos, C. C. Macdonald, W. T. Murphy, F. M. Murphy, J. F. O'Connell, H. J. Ribble, M. J. Williamson



Calgary Sales Staff of the Ontario Wind and Pump Co. Ltd.

Chas. McPherson G. W. Hagle (acct.), F. H. Stockton, D. C. Thom
N. Hamilton, S. H. Chapman (pres. and gen. mgr.), L. P. Winslow (Calgary manager)

There is no source of loss greater to the farmer than that caused by not sheltering the machinery.

The farmer, or anyone else, cannot afford to buy a new machine that is perhaps actually used less than one month during the entire year and then let it stand out under a tree or behind the barn for the other eleven months.

Machinery was not made for sheltering hogs or to furnish roosting places for chickens. The rain should not be allowed to soak the bearings, or the sun to blister the paint, neither should a few unnecessary bolts be taken out to fix the cultivator in the spring and another to fix the plow in the fall. The iron parts should not be allowed to rust; neither should the bearings and gearings get out of line. All of the above are happening with too much machinery and the result is that too many farmers must take their medicine like men and buy new machines, before the

ones they now have are paid for or should be half worn out.

Money lost by neglect of machinery on our farms represents in thousands of instances the difference between prosperity and poverty, or it is the dividing line between failure and success.

Expert machinery men have made the statement that "the farmer would not have to buy over one-half the amount of machinery he is now buying, providing he cared for it properly." A season without shelter damages farm machinery more than the wear caused by its use during the same season.

The action of the weather which will cause rusting of the iron and steel parts, as well as rotting of the wood parts, will seriously interfere with the working of the machine when it is again put to use. By this exposure, certain parts become very

much weakened and the entire machine thus becomes shorter lived.

When the season's work with a machine has been finished, it should be thoroughly cleaned and all parts that are liable to rust should be carefully wiped with an oiled rag. It is a good idea to coat these parts with tallow or a good grade of axle grease. After carefully putting away the greased parts, the implement itself should be stored in a shed of some kind for shelter.

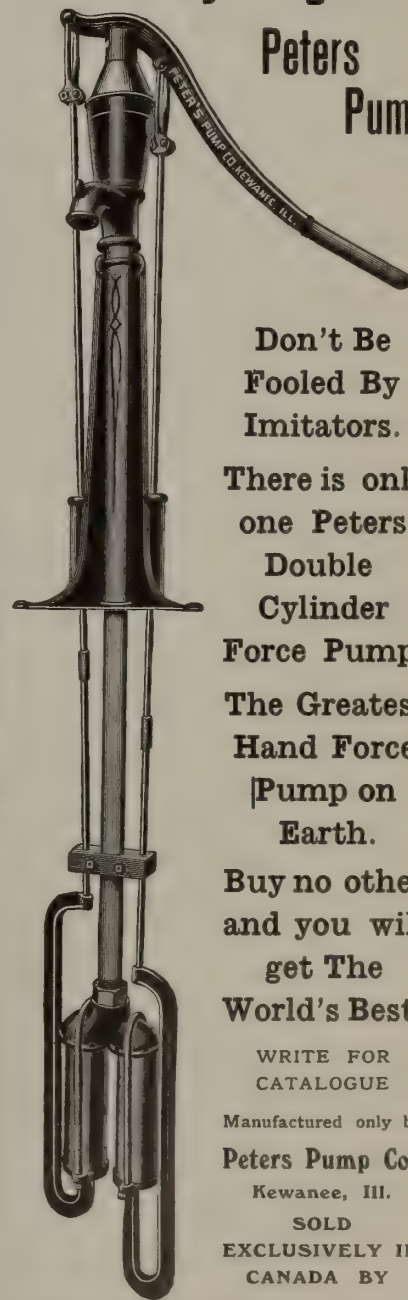
The farmer who takes proper care of his implements not only houses them and keeps them in

good adjustment, but he paints them occasionally. Paint closes all cracks and keeps out the moisture. It not only preserves the wood, but the iron parts are benefited as well. It also gives the tools a much better appearance.

It should be remembered that the prosperity of a farmer may be estimated by the way he cares for his machinery. Poor care indicates shiftlessness, waste, lack of energy, and the necessity of buying more implements in a short time. Good care on the other hand, indicates prosperity, development, bank deposits, and long-lived machinery.

"Canadians are the lowest taxed people in the civilized world. The 1908 assessment for all purposes amounted to $2\frac{1}{4}$ cents per acre, or \$3.60 on a farm of 160 acres. The land is taxed regardless of value of improvements. There is no tax on money or personal property, which is quite a saving by comparison with the tax system of the United States."

The Only Original Peters Pump



Don't Be
Fooled By
Imitators.

There is only
one Peters
Double
Cylinder
Force Pump.
The Greatest
Hand Force
Pump on
Earth.

Buy no other
and you will
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World's Best.

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Manufactured only by
Peters Pump Co.,
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EXCLUSIVELY IN
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FRAZER AXLE GREASE.



Not affected by Heat or Cold.
Highest Awards at Centennial, Paris
and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.,

FACTORIES: ST. LOUIS, NEW YORK.

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Book Your Rail Passage Via
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Scenic Route; Smooth Roadbed; Polite Employees and Special Attention given Steamship Passengers.

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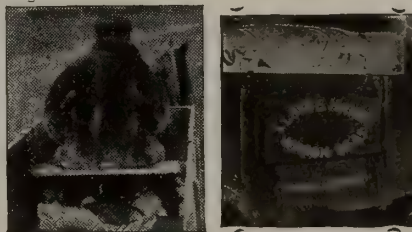
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LLOYD'S

Handy Low-Down Suspension
Spring Wagon Seat.



The Lightest, Handiest, Cheapest,
and Most Durable Seat on
the Market.

Implement Dealers should write the Wawanesa Wagon Seat Company in connection with handling Lloyd's Handy Wagon Seat as a side line. This is a paying proposition and an easy seller. Makes a wagon ride easier than a buggy.

For further information write the

Wawanesa Wagon Seat Co.
WAWANESA, MAN.

Brandon.

The Western Retail Merchants' Co-operative Association met in Brandon this month and some very important matters came up for discussion. The meetings were secret but it is learned that the merchants have practically decided on a war against the jobbers. The members of the association have been pooling their orders for goods to enable the association to buy in car lots, and afterwards divide the goods amongst the dealers. The jobbers have taken steps to prevent this as recently a carload order from the association was refused by a large soap firm, and this was the cause of the meeting being called. About 25 retail merchants representing about 100 stores put in an appearance.

The Manufacturers' Association visited here Wednesday the 14th Sept., being met at the station by fully 200 Brandon business men who supplied autos and carriages to take the visitors to the different places of interest in and around the city. The best informed visitors were amazed at finding Brandon the great railway point it is, with lines running to every point of the compass, and also at the success that is being made in many lines of manufacturing, and the immense volume of business done by the jobbing and transfer houses. In the evening the visitors were banquetted in the Armory, when the advantages of Brandon as a manufacturing and general business centre were laid before the meeting by the mayor and some of the other citizens.

Lt. Col. Mason, one of Toronto's leading financiers and President of the Home Bank of Canada, was a visitor in the city.

The annual meeting of the Brandon Implement and Mfg. Co. Ltd., was held at their offices here. It was shown that the operations of this concern are now very extensive and on the increase.

Hon. G. R. Coldwell, the president, presented the annual report and as an indication of the extent of the work done during the last 6 months stated that there had been melted in the foundry 650,000 pounds of iron, all of which had gone into the manufacture of agricultural implements and repairs which were being distributed throughout the West from Winnipeg to the mountains. Every machine in the machine shop is working full time, and a big staff of men are employed.

The big heating plant in the new Court House has been installed by Jas. E. Yates, a local steam fitter. Mr. Yates says that the plant is one of the finest and most up-to-date in the Dominion and that the heating of the Court House should be as near perfect as it is possible to make a system.

William Campbell, of Port

Nelson, is a visitor to our City. Mr. Campbell has been a Hudson's Bay official at that point for 26 years and is a great advocate of the Hudson's Bay Railway. He was just one month making the trip to Brandon. Speaking of the advantages possessed by Churchill and Nelson as sea ports Mr. Campbell says that each place has its advantages and disadvantages. The season is not as short as many suppose, for the Nelson River opened up on the 14th of May and will remain open until Jan. 1st., nearly 8 months, and the water is open a month and a half earlier at Nelson and closes 6 weeks later than at Churchill.

George H. Smith, implement dealer, left for Minneapolis and St. Paul to attend the Minnesota State Fair.

The new Princess theatre on 10th street has been opened with a first-class program of Vaudeville acts and moving pictures. It is comfortable and up-to-date in every respect and makes quite an addition to the city.

W. T. Winkle, of Stoke on Trent, England, has been visiting this district. Mr. Winkle is an extensive manufacturer in England and employs about 600 workmen in his establishment. He is making a tour of Canada with a view to extending his trade in this country.

James Oliver, of the Oliver Chilled Plow Co., of South Bend, Ind., and Hamilton, Ont., was a visitor to the city. His company does a very large business in Western Canada and notwithstanding the light crops in some districts, feels that the outlook for business is first-class. While in the city Mr. Oliver was shown around by J. C. Hyndman, manager of the Brandon branch of the International Harvester Co., and was very much taken with the general appearance of the city.

J. H. Gale, Western representative of Alabastine Ltd., Paris, Ont., was in the city on his annual business trip. He says that the progress of Brandon is not surpassed by any other place in Canada and it is one of the best retail towns in the Dominion.

Extensive operations have been started by the Manitoba Telephones in the construction of the underground conduit system and two miles will be placed underground before winter sets in. With the completion of this work the cable capacity will be doubled in the city. A new line is being completed from Melita, another from Shoal Lake and still another to Neepawa, via Rapid City and Minnedosa, and two extra lines to Winnipeg.

W. H. Landor, representative of a leading manufacturing firm of Toronto, is visiting Brandon for the first time and is en route to the Coast. During his stay he has been taking in the threshing and farming sights of the district

and was very much impressed with what he has seen. In his opinion the greatness and prosperity of the west is not appreciated by the Easterner, who has never been through this section of the country, and a more extensive knowledge of the great possibilities of the west among the people of the east would have the effect of sending more to the prairies than are now coming.

It appears practically certain that the long promised improvements to the passenger accommodation at the C.P.R. Depot here will be carried out next year and that when the changes are completed the depot will compare with any in the west.

The Dominion Express Co., as a result of the great increase in business, finds it necessary to add to the facilities for delivery of goods in the city. A new double-rig will at once be added to the delivery equipment and one rig will be devoted entirely to the delivery of goods on Rosser Ave.

Brandon is one of the best distributing points in the west. Within a radius of 6 miles there are more than twice as many towns and villages as in the same area surrounding any other western centre.

Chas. Fraser, manufacturers' agent, formerly manager of the Brandon Summer and Winter Fair Assoc., was a visitor to the city.

The foundation for the new C. N. Ry. station is completed and construction of the foundation for the big Hotel commenced. The new Depot will be rushed to completion and will be ready for business before the end of the present year.

The report of the Reece power proposition has been made by Prof. Herdt to the city council. The report is a very lengthy one and goes into the matter very fully. While the report does not state the project is impracticable, it does not favor the scheme in any way. It points out the unenviable position the city would be placed in should an agreement be entered into with the company and the latter fail to supply power when needed.

The Imperial Hotel has been sold to W. G. Rawson, of Grand View, and William Bickle, of Dauphin, for \$125,000. The new owners take possession Oct. 10th. Mr. Hanna bought the Imperial 4 years ago for \$103,000. The new owners intend to make extensive alterations and improvements which will make it one of the best hotels in the west.

Notwithstanding the unfavorable weather of the past few weeks building operations have progressed very rapidly and many of the big buildings under construction are nearing completion.

The Clement steel and cement block of five stories has been roofed in and the brick work

nearly completed. The McKenzie Block is up to the 6th storey with only one storey to complete. The Thompson-Codville new store is about ready for the roof and many other large buildings will be all closed in before winter arrives.

The Brandon Construction Co., who have the contract for the McKenzie Block, have made a record for concrete work, having placed the last two floors in position in 11½ days.

The Brandon Electric Light Co. is installing two 500 horse power dynamos which will double the capacity of the plant in the city.

A. E. McKenzie, the big seedsman, has been granted a patent in Washington, D.C., for a seed case.

E. T. Wright, hardware manufacturer of Hamilton, was one of the visitors with the Manufacturers' Association. Mr. Wright's last visit to Brandon was 21 years ago. He said that at that time Brandon was only a town of shacks, uncertain about its future, but now there is no uncertainty, it is one of the most prosperous cities of the west.

John Hanbury, of Vancouver, President of the Hanbury Mfg. Co., is spending a few days here. Mr. Hanbury says the company's operations this year in the west have been very extensive and during this season \$20,000.00 has been expended by his company in increasing the manufacturing facilities and even with this it has been difficult to handle the orders. This year has been by far the busiest the company has ever had here.

Harry Drope, a member of the International Harvester Co. staff here, has taken up his residence in Regina. Before leaving his associates of the company presented him with a beautiful pearl stick pin.

R. Sylvester, of the Sylvester Mfg. Co., Lindsay, Ont., is in the city with their combined grain separator and gas tractor. It is his intention to have it put to work at some of the crops in this vicinity before the season closes.

J. C. B. Inkster, of the Cockshutt Plow Co., Brandon, has returned from his Eastern trip and will then visit Toronto, Hamilton, London and other cities.

J. A. Cumming, of Granum, Alta., and J. C. Cumming, of Claresholm, Alta., have been in the city. They report crops light in their district.

T. Cull, credit manager of the Cockshutt Plow Co., of Winnipeg, was a visitor to the city in the interests of the company.

Threshing is about completed in this district and the yield is considerably in excess of what was expected, but the recent rains have had a tendency to deteriorate any grain in the stook, making a difference of from one to two grades when inspected.

New Eclipse Plows

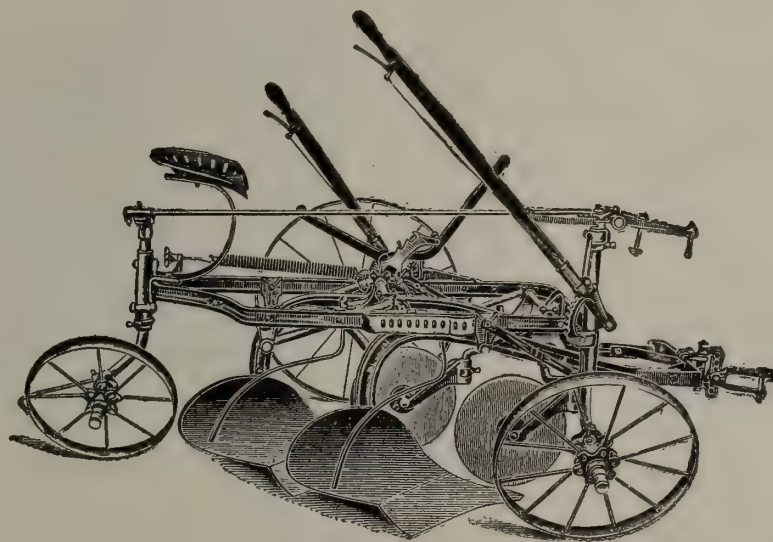
ALWAYS RELIABLE

You can point out to your customers the many points of merit in the construction of the "New Eclipse Plows"

"The Perfection of all Riding Plows"

High Carbon Steel
Frame.

Heavy Beams.



The Self-Locking
device.

Special design of
wheels.

Built To Last

Heavy frog running well up the beam, strongly braced and bolted.

Frame extension that supports the land axle is made of High Carbon Steel, firmly attached to the frame, land wheel always in line, in consequence.

Between the Beams, in front, there is a heavy steel brace, giving strength and rigidity.

Nothing worthy has been omitted in their make up, and nothing experimental has been put in.

This Helps You To Sell

SEND FOR OUR CATALOGUE

Brandon Implement & Mfg. Co., Ltd.

Dept. 45, BRANDON, MAN.

John Wilson, living a few miles north of Brandon, threshed a field of Storm King oats which yielded a shade over 100 bushels to the acre. He had wheat 32½ bushels to the acre and there are many other fields in that vicinity which will do nearly as well.

The Clement Bros. have bought from the Dominion Bank 19 feet frontage on Rosser Ave., adjoining the new Clement Block. The price paid was \$20,000.00. This sale shows that Rosser Ave. is steadily advancing in value.

Brandon Baptist College and Clark Hall was opened on Sept. 27th for the winter term. The attendance is greatly in excess of any former year.

The railway commission were in session here Monday, the 26th Sept. The transfer track on 1st street and the C.P.R. track up the lane between Rosser and Pacific Avenues, from 8th to 10th streets were not granted. The spur track will have to stop at 8th street as the commission thought that a level crossing of 8th, 9th and 10th streets would be a danger to human life.

Business at present is very dull, the farmers being so busy with their threshing. Money has not started to move but the dealers do not look for a very large percentage of collections to materialize, probably 50 per cent. at the most.

Hotel Clerk—"Just sign your name, please. The other guests would like to register."

"Don't you hurry me, young man. I don't sign nothin' that I ain't read carefully."

With some customers you can joke as much as you like and it's all right. With others no kind of a joke will be well received. If you are not sure of your man, omit the jokes.

ROYAL AGRICULTURAL SOCIETY OF ENGLAND MOTOR TRIALS

The recent Agricultural Motor Trials held in England under the auspices of the Royal Agricultural Society of England were considered the most important ever organised by that body. We learn from the Implement and Machinery Review, of London, Eng., that in some respects the competition was disappointing, especially in regard to the small number of competitors and the few motors entered. The competition, however, proved to be most instructive and ended in a victory for steam. There is no doubt that further developments, both in steam and oil engines, will result from what was learned by comparison of the different performances. It must be borne in mind that no official information regarding the work of the engines was available during the trials, the figures given in the following extracts being based on the observations and inquiries of the Implement and Machinery Review. The prize offered was a gold medal, and the actual competitors were:—

The Ivel Agricultural Motors, Ltd., with a standard model "Ivel" single-speed 18-20 h.p. engine for paraffin; price, \$1375; and a two-speed "Ivel" motor of the same type; price \$1800.

J. & H. McLaren, with a 5-ton compound agricultural steam tractor; price \$2650; winner of the gold medal.

Mann's Patent Steam Cart and Wagon Company, Ltd., with a steam agricultural tractor, having a compound engine; price \$2000.

Saunderson & Gifkins, with a 45-50 b.h.p. 4-cylinder "Universal" oil motor; price \$2250; and a 25-30 b.h.p. "Universal" motor of the same type; price \$1800.

Wallis & Steevens, Ltd., with

the "Wallis" compound steam tractor; price \$2050.

Originally there were 11 motors entered for the contest, but for various reasons 4 of these were withdrawn. The regulations were similar to those in force at the Winnipeg Industrial Exhibition, and included three main divisions. Competing engines were required to be (a) capable of

two binders, with the exception of the Ivel, which did better work with one. The actual acreage of grain cut by each engine is not specified in the report, but apparently each worked for nearly two hours, and the performance of the engines and binders was considered highly satisfactory, all four of the Albion Binders being sold to farmers before the termination



J. & H. McLaren's 5 ton Compound Steam Agricultural Motor, "Winner" of the Gold Medal.

hauling direct in work a plough, cultivator, harvester, or other agricultural implement; (b) capable of driving such agricultural machines as a threshing machine, chaff cutter, grist mill, etc.; (c) capable of hauling a load along a road and on the land.

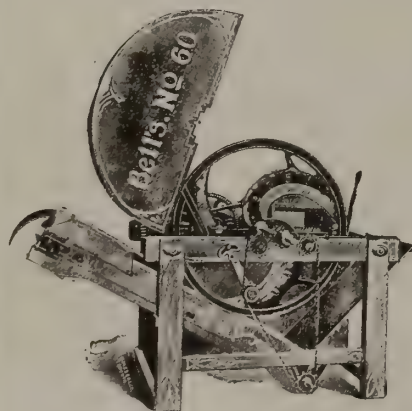
A three-furrow Howard plough was used on all trials, except in deep ploughing, an area of 5 acres of loamy clay land being allotted each contestant, and both deep and shallow plowing formed part of the work. The plowing test was easy and the land light, a member of the winning firm, J. & H. McLaren Co., remarking that he would much rather have hauled six 14-in. bottoms. The McLaren tractor plowed 5 acres in 5 hours 56 min., using 273 lbs. of coal. Our authority, however, states that this time includes a luncheon interval of 40 minutes and stoppages for fuel and water, so that the winner's actual working time was 5 hours 16 minutes. McLaren worked at a speed of 5 miles per hour, the little Ivel tractor at about 2½ miles per hour.

Two days were devoted to the shallow plowing tests and on the third harvesting commenced on a field of 80 acres of fine wheat. Four Albion No. 3 6-ft. binders were loaned by Messrs. Harrison, McGregor & Co., of Leigh, Lancashire, and Red Star binder twine was supplied free by Messrs. Craven & Speeding, of Sunderland. Each contestant hauled

of the trials. Some difficulty was experienced in this test owing to the engines running too fast, choking the binders and sometimes breaking the twine.

Haulage tests occupied the next day. A triangular course of 12½ miles had been mapped out over main roads and by-roads, to include a fair proportion of hills; but as there was nowhere any stiffer gradient than 1 in 16, the test did not err on the side of severity. Each engine was accompanied by one of the Society's engineering staff, and had to traverse the course twice, returning to the farmyard at the end of the first bout for fuel, etc. For the purpose of this test two very strongly built 1½ ton trucks by Messrs. Aveling & Porter, Ltd., were available, and these were loaded with coal up to the requisite weight, each competitor being required to state how much he was prepared to haul. McLaren started at 9.15 a.m. with one truck containing about 6½ tons of coal, representing a gross weight of 8 tons; and it was with no little surprise that the engine was seen entering the yard at the end of its first journey, at 10.53, having thus covered the 12½ miles in 1 hour 38 min., this time including a 3½ min. stop for the tightening up of a strap. McLaren's engine travelled at an average speed of 8 miles. At 11.16 a.m. the engine was off on its second sprint, and much congratulation was showered upon

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B. Bell & Son Co. Ltd., Winnipeg

Mr. H. McLaren on its return at 12.45, the journey having been accomplished without incident in 1 hr. 29 min. The coal consumed on the double journey was 214 lbs. The other contestants made a satisfactory showing in the hauling tests.

The most severe test in the trials was the deep ploughing in stubble. The field of operation was about 25 chains long and had a gentle rise at one end. Ploughing to a depth of 9 inches was apparently expected, the same Howard 3-furrow ploughs being used as before. The land, though not very heavy was extremely tough and necessitated shares like razors as it was very stiff underneath. McLaren's engine went through its task of producing furrows 8 in. deep admirably. Taking advantage of a clause in the regulations the firm had brought with them two of their 3-furrow 14-in. ploughs and

these they obtained permission to use. Coupling up one only to the engine at first they gave a short run, cutting about 8 in. deep, and soon afterwards the second plough was added, the plant then making six furrows, each 14 in. wide and from 7 in. to 7½ in. deep. On its journey up and down the field (without a stop) this outfit made a good impression, showing to advantage the tractive power of the engine.

The weight of the engines on the land appeared to have but little effect on the ploughing, though it must be admitted that here and there the compression of the soil led to a trifling irregularity in the work, the wheel tracks being harder to cut up and sometimes having a tendency to throw the ploughs out of work.

Deep ploughing concluded the trials, and the small single speed Ivel furnished a surprise by the slick manner in which it cut three

furrows from 3 to 5 in. deep. When going at 6 in. the draught chain snapped.

The Fuel Question,

Speaking before a gathering of peat manufacturers in Ottawa recently, Mr. Clifford Sifton, chairman of the Commission of Conservation, dwelt upon the fact that we live in the midst of a bountiful supply of the natural sources of wealth, and hardly know what it is to be seriously in need of anything really necessary to existence.

In the city of Ottawa, ever since its existence, there has been a constant struggle to get rid of the wastage of manufacturing which, in other situations, would have been of great commercial value. Ottawa is therefore a typically difficult place in which to get people to realize the value of fuel. Some of us

who stand here were born upon farms, upon which, when fuel was required, it was only necessary to go out and cut it—the destruction of the tree in itself was regarded as adding value to the land from which it was cut. We are, however, coming, if somewhat slowly, to a better realization of what those things mean and, among other questions, we are beginning to realize what the fuel problem means to great masses of people after the supply of timber has been so far depleted that cheap wood fuel is no longer available. In the great centre of population in the northern United States and Canada—as it is soon to be in its present course of development—the mass of the population will be wage earners living by their daily earnings and in a climate which for at least four months of the year requires a large amount of fuel for family



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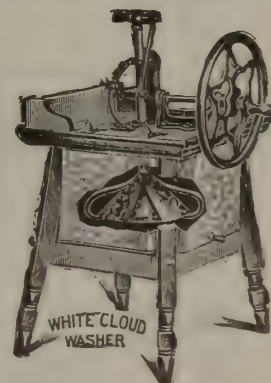
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The Best Washing Machine made in America

purposes, cheap and abundant fuel is a necessity of existence. There are districts in Canadian cities to-day where families are herded together with insufficient space for health and really civilized life because of the cost of fuel in winter, and this condition will tend to increase rather than diminish. The coal supply of the continent is measurably well known, and the conditions of its extraction and marketing are thoroughly well known. It may be safely said that there will be no permanent reduction in the price of coal—rather is it reasonably certain that there will be a gradual but steady increase. We may get much heat from water power in some localities favored by nature, such as the neighborhood of the Ottawa River, but so far the cost of development, maintenance and management does not encourage us to the belief that we shall be able to make the 'white coal' a poor man's fuel.

"In Canada we have coal in Nova Scotia, Alberta and British Columbia, but between Alberta and the New Brunswick line little coal of economic value, so far as known; but in those portions of the country where there is no coal, peat bogs abound.

A SUBSTITUTE FOR COAL NEEDED.

"Now, as coal becomes dearer, the difficulty and uncertainty of the supply, of which we have had very vivid experiences in the past, becomes more accentuated and the importance of an alternative and substitute fuel will become more pressing. If, therefore, the great peat bogs of Canada can be successfully converted into a fuel which shall be, if not so desirable as Pennsylvania coal, yet a practical domestic fuel, substantially cheaper than wood or coal and abundant and certain in quantity, the boon thus conferred upon the future inhabitants of Canada and the northern United States can hardly be overestimated. It will literally mean life and happiness to millions of people.

"Not so important, in one

sense, but yet of great significance economically, is the influence which peat may have upon the questions of light and power. There are peat bogs giving abundance of raw material where there are no water powers. In such localities it will be a simple matter, by the establishment of such plants as that which has been built in Ottawa under the direction of the Department of Mines, to effectively and cheaply produce the light and power required for neighboring communities.

"Is it worth while to make the efforts? Those of you who are engaged in the work as a matter of business will answer that question in a business way but to all of you let me say that there is no effort in connection with the material affairs of life which is so well worth while making as that which, if successful, will permanently add to the comfort and happiness of great numbers of the people of our race.

"It is an unfortunate fact that most of us, from the circumstances of our calling or occupations, are not able to do much which tends to better, in any great degree, the condition of others. The ideal life is that of those who, while following their own avocations, are at the same time laboring for the advancement of knowledge in some field, the cultivation of which tends to promote the elevation and the happiness of the human race. Such a life pursued with contentment, with enthusiasm, with a chivalrous and generous appreciation of the efforts of others, and with an earnest determination to bear as much of what Bacon so well calls 'fruit' is the highest form of existence in our modern society.

"As to the reasonable probability of success in ultimately effecting a complete solution of the problem of the utilization of peat-fuel, while I have no title to speak with any expert knowledge, I express myself with complete optimism. The difficulties to be overcome seem to me to be

so slight in comparison with those which have been overcome in other fields, and the attendant benefits so large, that I look upon success as not only probable but certain within a very few years."

A New Stump Puller.

The I. L. Mitchell Foundry Company of Cedar Rapids, Iowa, has just recently completed its test, and placed upon the market The Mitchell Hand Power and Gasoline Engine Stump Puller, which is manufactured in three sizes.

The advantage in this machine is that it requires no horses and only two men to operate. A 4 H. P. gasoline engine connected to a series of gears develops a 150 H. P. pulling force. A drum connected to these gears winds a $\frac{5}{8}$ " steel cable at the rate of 22" to 150" per minute. This is done by means of high and low speeds to drive the shaft. If the engine begins to die down under an unusual strain, it can easily be thrown out of gear, allowing the engine to "pick up" without the cable slackening in the least.

We understand that literature is being prepared for distribution.

A Good Yield at Brandon.

Threshing operations at the Experimental Farm showed a yield much better than had been expected. The yield of the different varieties of wheat per acre is as follows:—Red Fyfe, 28 bushels; white, 34 bushels; Preston, 32 bushels; early red Fyfe, 27 bushels.

The vegetable crops at the Experimental farm were very fine, much better than had been expected considering the dry season.

No man who cannot be a good citizen can be a good merchant. To be a success as a storekeeper, first be a success as a man.

The Plow

(From The Spectator.)

From Egypt behind my oxen with their stately step and slow,
Northward and east and west I went to the desert sand and the snow;
Down through the centuries one by one, turning the clod to the shower,
Till there's never a land beneath the sun but has blossomed behind my power.

I slid through the sodden ricefields, with my grunting humpbacked steers,
I turned the turf of the Tiber plain in Rome's imperial years;
I was left in the half-drawn furrow when Coriolanus came
Giving his farm for the Forum's stir to save his nation's name.

Over the seas to the north I went; white cliffs and a seaboard blue;
And my path was glad in the English grass as my stout red Devons drew;

My path was glad in the English grass, for behind me rippled and curled
The corn that was life to the sailor men that sailed the ships of the world.

And later I went to the north again, and day by day drew down
A little more of the purple hills to join to my kingdom brown;

And the whaups wheeled out to the moorland, but the grey gulls stayed with me,

Where the Clydesdales drummed a marching song with their feathered feet on the lea.

Then the new lands called me westward; I found on the prairies wide
A toil to my stoutest daring, and a foe to test my pride;

But I stooped my strength to the stiff black loam, and I found my labor sweet
As I loosened the soil that was trampled firm by a million buffaloes' feet

Then further away to the northward; outward and outward still
(But idle I crossed the Rockies, for there no plough may till)

Till I won to the plains unending, and there on the edge of the snow
I rioted them the fenceless wheatfields, and taught them to reap and sow.

The sun of the southland called me; I turned her the rich brown lines
Where her Paramatta peach trees grow and her green Mildura vines;

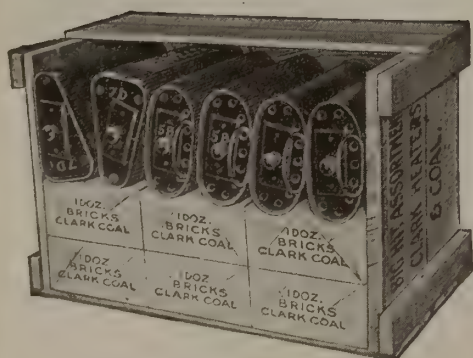
I drove her cattle before me, her dust, and her dying sheep;
I painted her rich plains golden, and taught her to sow and reap.

From Egypt behind my oxen, with stately step and slow,
I have carried your weightiest burden, ye toilers that reap and sow!

I am the Ruler, the King, and I hold the world in fee!
Sword upon sword may ring, but the triumph shall rest with me!

THE "BIG HIT" ASSORTMENT OF CLARK HEATERS

Sell Fast on Cold Days



This assortment consists of the following:—

- 2 Clark "Leader" all-metal heaters, 2 Clark No. 5B carpet covered heaters,
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- 6 dozen Clark brickettes, best quality.

Order one or more of these assortments now and display them when the first cold weather comes along and you will be surprised at the way in which they sell. All leading jobbers in Canada supply them. Write for our new 1910-11 Catalogue.

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Farmers know I H C machines are dependable and durable. They prefer to buy from a line that they know they can rely on. Your stepping stone to prosperity is the I H C.

The I H C line includes harvesting, haying, and corn machines, tillage implements, gasoline engines, cream separators, wagons, manure spreaders, threshers, auto wagons, and auto buggies.

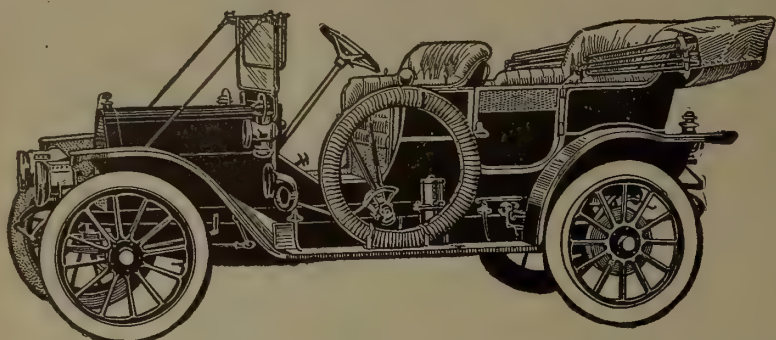
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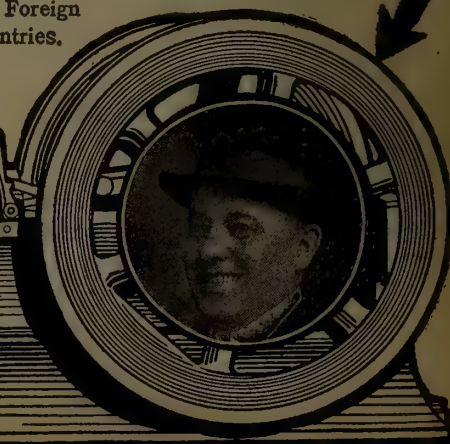
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CANADIAN FARM IMPLEMENTS

Vol. VI., No. 11

WINNIPEG, MAN., NOVEMBER, 1910.

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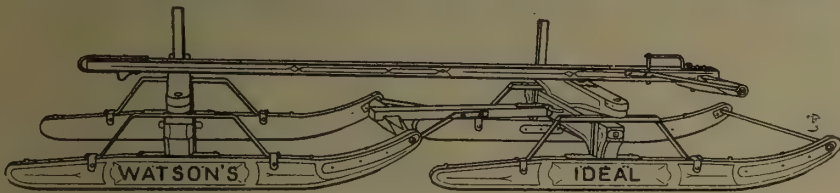
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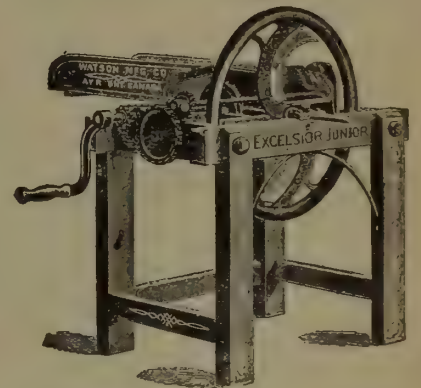
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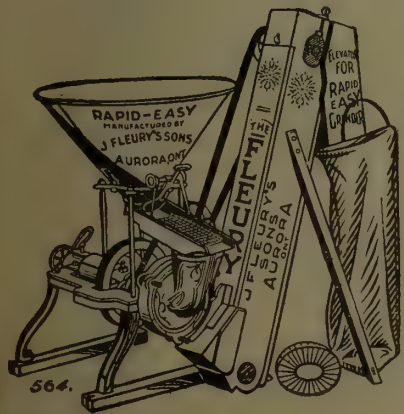
John Watson Mfg. Co.

WINNIPEG

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The Whole Story.

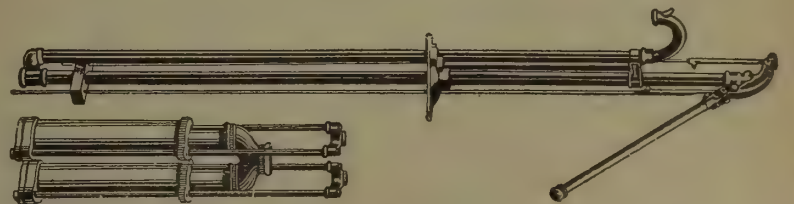
I write to let you know what I think of your Rapid-Easy Grinder. Previous to the fall of 1908 I got all my grinding done at the Grist Mill—by Stones. I thought no other chop could be so good. But in 1908 I required a great quantity of feed and I would lose a great deal of time going to the mill—and I was very busy. So I hired a thresher who has a 12 H. P. Engine and one of your Rapid-Easy Grinders. In 8 hours he ground 100 Bags Barley and 60 Bags Oats and did as good work as the Grist Mill! We have had grinding done in this way several times since and always with satisfaction." — Bernard McCabe, Strange, Ont., May, 1909.



Rapid-Easy Grinders will do more work with same power than others. Several styles in sizes to suit your power. This cut shows one style and one size only.

JOHN DEERE PLOW CO. Ltd., Sole Agents
WINNIPEG REGINA CALGARY EDMONTON

J. FLEURY'S SONS, Aurora, Ontario, Canada.



Ideal Double Action Galvanized Force Pump

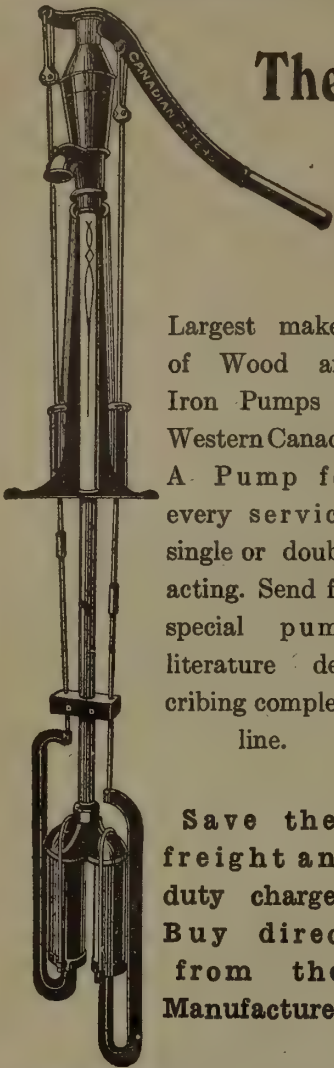
This Pump is superior to anything on the market, is simple in construction, and cannot get out of order. The cylinders work instead of the plungers; no packing box, therefore no leakage. Valves and valve seats brass—no rusting—holds the water. One cylinder can be worked with windmill leaving the other free for hand. Sizes 3 and 3 1/2 in. cylinders. We guarantee this pump and will replace any part found defective.

Among other lines we handle Melotte Cream Separators, Cotton Duck Threshing Belts, Waders, "Ideal" Gasoline Engines, etc.

MELOTTE CREAM SEPARATOR CO., LTD.

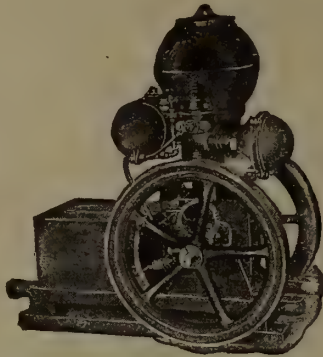
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The Manitoba Line for Big Profits



Largest makers of Wood and Iron Pumps in Western Canada. A Pump for every service, single or double acting. Send for special pump literature describing complete line.

Save the freight and duty charges. Buy direct from the Manufacturer.



7 h.p. Vertical (Hopper-Cooled.)

We manufacture Gasoline Engines in all sizes from 2 to 25 horsepower. Vertical, horizontal, stationary and portable.



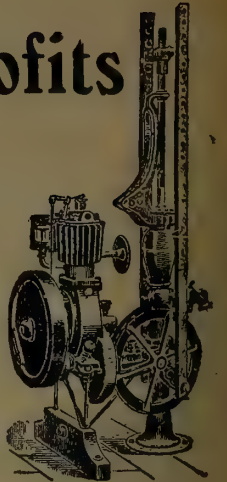
Made in the West for the West. All sizes —Power and pumping

GET OUR CONTRACT AND DEALERS' PRICES AND SECURE THE BUSINESS

Manitoba Windmills are known to every dealer in Western Canada. They are the easiest selling windmills in the world. Strong and Reliable.

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Made in sizes 6 to 12 in. Does lots of work with little power.

SUPERIOR HOOSIER KENTUCKY.

Always have held first place

There is a good reason

They meet every requirement.

Superior Disc Harrows on wheels.

Nothing like them

Work like a charm

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It will pay the buyer to give his attention to both quality and price when purchasing any of these lines.

Our designs in all these lines are up-to-date in every particular. WE want your business and guarantee satisfaction.

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MONTREAL and WINNIPEG.

Rob the Thunder- storm of its Terrors

The danger from lightning is not imaginary. It scares people who are brave under all other circumstances. During the past few months the damage to property and loss of life by lightning has been very serious, and there is no shadow of doubt that

**This Loss might have been
Prevented**

by installing a scientific system of lightning arresters which divert the electric flash harmlessly to the ground. During the months of May to August inclusive, 115 buildings were struck by lightning, causing a damage in 52 cases of \$118,835. During the same period 18 persons were killed and 25 injured by lightning.

It is beyond all doubt that this damage to property and loss of life within the building might have been averted if they had been protected by

The Townsley System

THE CANADIAN LIGHTNING ARRESTOR AND ELECTRIC COMPANY



The Townsley System of Copper Cable Lightning Arresters

Admitted by the highest authority to be the best copper cable manufactured in Canada for lightning protection. Owing to the great amount of damage done to buildings by lightning, there is a heavy demand for the Townsley System of lightning protection.

The up-to-date business man watches for the wants of his customer.

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**We want hustling dealers
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GUAR-
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TECTION

99%

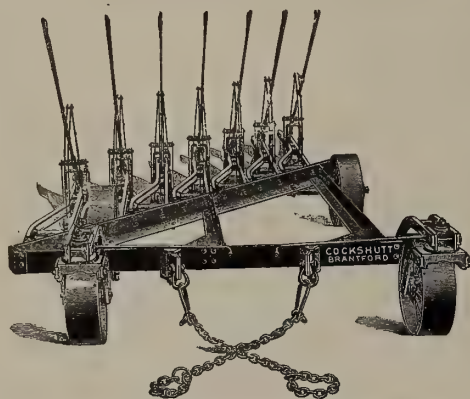
PURE

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You Can Make More Money Cockshutt Farm

Good Sales

Pleased



Cockshutt Engine Gang
Made in 5, 6, 8, 10 and 12 Furrow Frames

Immediately any dealer takes hold of the Cockshutt line of farm implements, he lays the foundation of a solid, substantial and increasing business.

Practically every Cockshutt dealer in the Western Provinces has had a record year. Sales were good all round ---lots of new customers were secured and the old ones came back again to show that past experience has taught them the high quality and durability of Cockshutt goods.

The personal recommendation which one farmer offers another is one of the most profitable assets to the Cockshutt

We Manufacture

**PLOWS
SEEDERS
HARROWS
CULTIVATORS
&c. &c.**



New Jewel Gang
Made of Steel and Malleable Iron

Get The Agency For

Write Us

dealer. The co-operation which we and our corps of salesmen place at the disposal of every Cockshutt dealer closes many a sale. The extensive advertising which we conduct in all the best agricultural papers through the west is a great help to our dealers.

Add to this the sterling quality of Cockshutt implements ---their proven durability and strength---the reputation they have made for themselves in the field---put all these factors together and you must agree that the Cockshutt Agency is the most valuable in the farm implement line.

COCKSHUTT

PLOWS
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Brandon

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Money Every Year By Selling Farm Implements

Customers

Repeat Orders

Remember, all Cockshutt implements are made in Canada by a firm that has made a long and searching study of the different soil conditions of the west---a fact that has contributed very largely to their success.

We make a large variety of plows, from the light garden type to the huge 12-furrow Engine gang. Our plow shares are heavier than those made by any other manufacturer anywhere. We make the famous Cockshutt Single Disc and Double Disc Drills---the most perfect seeders ever introduced in the West.

Cockshutt Implements

At Once

No matter what the needs of your customers may be in the way of farm machinery, we can fill them.

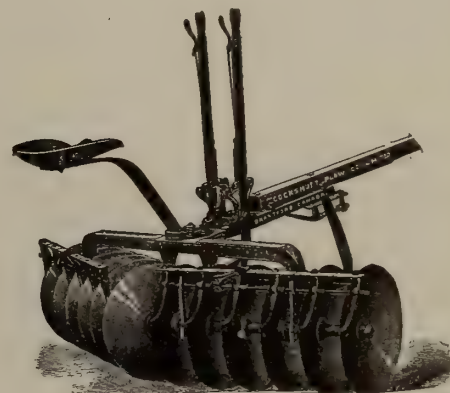
We are also sole agents in Western Canada for Frost & Wood Farm Implements, Adams Wagons, Brantford Carriages, Kemp Manure Spreaders, Admiral Hay Presses, Hoover Potato Diggers, Aspinwall Potato Planters, etc. If you want to sell the best line of Farm Implements sold in Canada---if you want to build up a big, profitable business and keep on good terms with your customers, sell Cockshutt Goods. Write us to-day for Agency and our traveller will call.



Cockshutt Disc Drill
Made with Single Disc, Double Disc or Drag Shoes

We Represent

Frost & Wood Farm Implements
Adams Wagons
Brantford Carriages
Kemp Manure Spreaders
Admiral Hay Presses



No. 1 Out-Throw Disc Harrow

COMPANY
LIMITED

WINNIPEG

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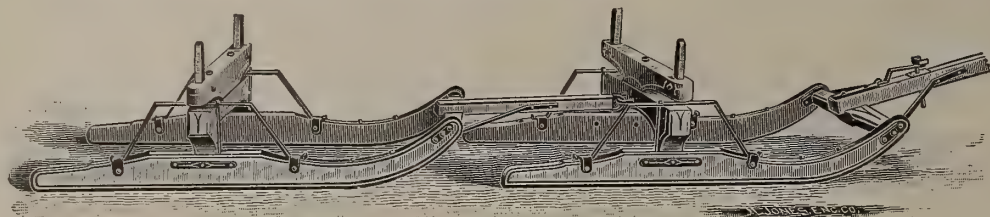
Calgary

Edmonton

Adams Farm Sleighs

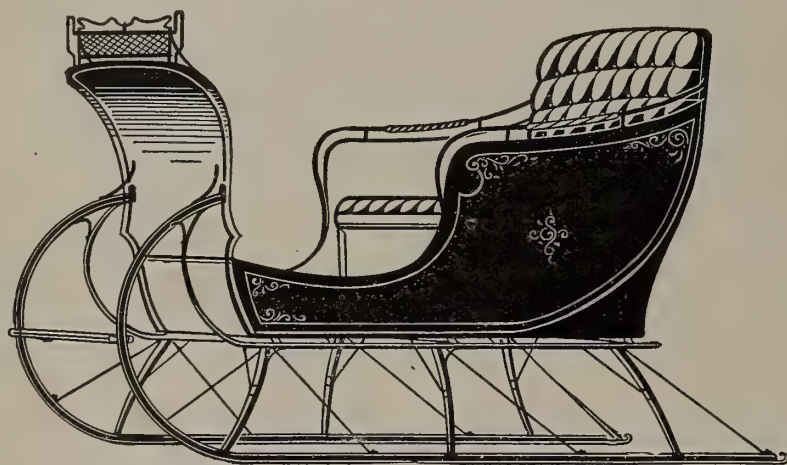
Extra Strong

Well Reinforced

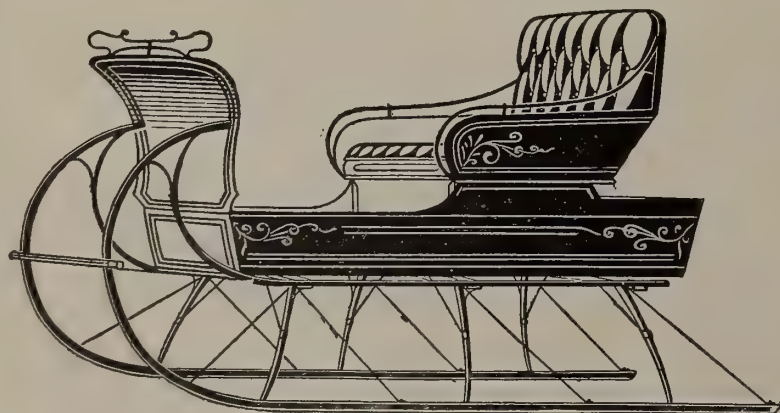


Adams Farm Sleigh. These sleighs have Camel Backed White Oak Runners, 6 inches deep and 6 feet long. The front bench is well reinforced and there is a block on the pole to raise the doubletree from the horses heels. The runners are strengthened by long wide steel nose plates, and there are also heavy stark pieces. The two-inch runners have $2\frac{1}{2} \times \frac{1}{4}$ steel spring shoes or 2 inch cast shoes and the $2\frac{1}{2}$ inch runners have $2\frac{1}{2} \times \frac{3}{8}$ spring steel shoes or $2\frac{1}{2}$ cast shoes.

The Sleighs turned out by the Adams Wagon Co., of Brantford, bear the same ear-marks of quality and workmanship that have made their Wagons so famous throughout the Western Provinces. The particular design shown here is specially suited for rough country roads because it is extra strong and well reinforced at all straining points.



No. 32. This design has second growth Hickory Beams and Knees, Rock Elm Runners and XXX Shafts. There are steel braces throughout. $1\frac{1}{2}$ inch channel steel shoeing on $\frac{7}{8}$ runner, shifting bar shafts unless otherwise ordered. These cutters are painted in a variety of fancy colors and striping. Removable back and seat cushions.



No. 26. This Cutter has piano body and in construction and materials the gear is exactly the same as used in No. 32. Removable back and seat cushions.

Brantford

Cutters

We carry one of the largest varieties of designs in Cutters in the West, and can give your customers a very wide range to pick from. The materials are the best, they are well put together and the upholstering in every case is guaranteed as represented. We have still some good territories open for the sale of these goods and our own line of farm implements. We invite correspondence from dealers desirous of carrying goods that have built up such an enviable reputation for quality and durability. Drop us a line right away and we will explain terms or have our salesman call and see you. All Brantford Cutters are furnished with removable back and seat cushions.

Sole Agents in Western Canada

COCKSHUTT

FLOW
COMPANY
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WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. VI., No. 11

WINNIPEG, MAN., NOVEMBER, 1910.

SUBSCRIPTION PRICE IN CANADA } Per Year, \$1.00
Per Copy, 10c

Development of Traction Plowing

Part V.—Conclusion.

On the smaller farms in the northwestern section each horse worked on an average only 3.14 hours per work day throughout the six-year period, and on the large farm somewhat less. The Bulletin says:

In order to have motive power available at seed time and harvest, the farmer is obliged to feed and house horses through seasons of practical idleness. The average annual cost of maintaining a farm work horse is approximately \$80, and for this cost of maintenance the animal gives a return in work of about three hours a day throughout the year.

The cost of man labor is ascertained in the same detailed manner, the hours of both man and horse labor being a matter of daily record. The cash and labor repairs on plows are matters of careful record, and interest and depreciation are based on annual inventories. Since conditions in the northwestern part of Minnesota are like those of the grain growing sections of the Dakotas, and especially the Red River valley, the figures for this section are of more value in this connection than those from the southern part of the state. Including charges for man and horse labor and for plow values consumed, the cost of horse plowing in stubble land is stated in the Bulletin to be as follows:

The average cost per acre of

sota in 1902, 1903 and 1904, to be \$2.18 per acre, and the average labor cost in breaking tame sod to be \$1.67 in southeastern and \$1.42 in northwestern Minnesota, respectively. An average plow cost of 64-5 cents per acre should be added to these figures in comparing them with the cost shown for traction plowing. Gang plows and other large machinery are not used to any extent in the southeastern group of farms. On the large grain farm in the northwestern section the use of gang plows in large fields free from stone is shown in the reduced cost of plowing, even though the rate per hour of horse labor is higher than on smaller farms in the same neighborhood. Leaving out the plow cost, which is much greater in the case of engine gang plows, the showing is more favorable to the tractors as a source of motive power. The average cost of horse plowing will be reduced by 8 9-10 cents and of traction plowing from 12 cents for gasoline to 20 cents for steam by not considering the plow costs. The housing of the horses and tractors has not been considered in any of the foregoing figures, and of course this would be much cheaper in the case of tractors. Traction plowing, especially with gasoline engines, apparently can be made to approach the cost of plowing with horses if done on a large scale, but too much reliance

conclusions, even for a single locality. Any one of the factors previously discussed may determine the success or failure of an outfit. Many localities are generally unsuited to the practice, but a few operators may have remarkable success because of favorable environment or unusual ability. If season, soil and topography are favorable and fuel and water are convenient it becomes largely an individual problem. The size and cost of equipment, the acreage to be plowed, the cost of operation, the competition encountered, and the energy and ability of the operator are all important factors materially affecting any conclusions which may be drawn from averages.

Two widely varying points of view are encountered with regard to the practicability of traction plowing under any given conditions, namely, that of the land owners and that of the custom operators. The former have an interest in the crop beyond the mere cost of plowing the ground in preparation for it, and it is safe to say that the majority of these have decided the question on the basis of net returns. In many cases it was found that approximately half the number of horses kept before the purchase of a tractor were still required for such operations as drilling, harvesting and hauling. Though in such cases the use of the engine was limited to

not determined by comparisons with the cost of operation by horses, even though this is undoubtedly larger in newer sections than in those for which figures are quoted. The common rate for horse plowing in the older sections of the Dakotas is \$1.50 per acre, but during rush seasons the figure has no significance, as little or no horseflesh is to be hired at such times.

For the improvement of raw land by breaking, traction outfits probably have an advantage over horses in cost of operation. Even if this were not so, the increase in value of the land due to breaking and seeding is sufficient to pay a handsome profit on every acre turned, and owners have taken advantage of this to an amazing extent. One quarter section in South Dakota, for instance, is said to have been broken this year in twenty-two hours, three steam outfits working continuously in order to accomplish the feat. A six-horse team with an ordinary gang plow would have required practically a month, Sundays included, to do the same work. After land is once broken, however, many owners consider it cheaper to plow with horses, and until the introduction of the small general purpose motors traction plowing outfits were most popular in newly developed areas. The cost of both horse and traction plowing will vary widely, and the averages presented do not represent the extreme possibilities of either. Many reports have been received from operators who consider traction plowing an absolute failure, and many from men who apparently have had great success with it; hence, the difficulty of approving or condemning the practice without a full knowledge of local conditions.

The operator who depends largely or wholly upon outside work is more immediately concerned with the cost of plowing than the land owner, as profits must come from the difference between the cost and the custom rate. It has been shown that of the acreage plowed by correspondents the custom-plowed area is nearly or more than equal to

Fall Plowing.

Location of farms.	Total acres.	Labor cost.	Plow. cost.	Total cost.
	5 years.			
Southeastern Minnesota	4,773.4	\$1.256	\$0.086	\$1.342
Southwestern Minnesota	5,973.6	1.141	.132	1.273
Northwestern Minnesota	7,186.0	1.130	.078	1.208
Large Farm, Minnesota	5,363.5	.924	.061	.985

23,296½ acres of fall plowing was \$1.201; of 3,668 2-5 acres of spring plowing, \$1.258; and of 26,966 acres of both fall and spring plowing, \$1.209 an acre.

In the northwestern group of farms 72.53 acres were broken by horses at a cost of \$106.60 for labor. By adding the plow cost, the total is found to be \$1.546 per acre. An earlier bulletin dealing with this same investigation shows the cost of man and horse labor in breaking a small acreage in southwestern Minne-

can not be placed on the figures assumed for the depreciation of outfits. As before explained, it is impossible to present dependable averages for depreciation, owing to the recent development of the industry.

PRACTICABILITY OF TRACTION PLOWING.

No general statement as to the practicability of traction plowing can be made, as the factors involved are too many and too varied to admit of general con-

Spring Plowing.

Total acres.	Labor cost.	Plow. cost.	Total cost.
	5 years.		
803.3	\$1.311	\$0.086	\$1.397
1,413.2	1.171	.132	1.303
925.9	1.186	.078	1.264
526.0	.973	.061	1.034

from forty to eighty days of plowing and threshing and the value of the horses displaced would seldom equal more than two-thirds the cost of the engine, the consensus of opinion was that the availability of power at the time when it was imperative needed justified the added investment and cost of operation. Handling a large acreage and getting work done at any cost were first considerations with many owners of large farms, and practicability in such cases is

that plowed for the owners of the outfits. A comparatively small number do custom plowing exclusively and few outfits are maintained entirely for use on the owner's land, though the latter are said to be increasing in number with the adoption of smaller gasoline tractors. The smaller percentage of custom plowing reported by the gasoline operators also indicates that more steam outfits are kept mainly for custom plowing, and in sections where the custom rate is low, it is doubtful whether any but the most successful can make a fair profit. In August,

the farm owner, as the latter can give continuous employment during the month, while the former commonly pays his help only for days actually worked. Disabling accidents represent a total loss of time and income to the custom operator, but the farm owner is seldom wholly dependent on his engine for plowing and can make some headway without it.

The purchaser of a custom outfit assumes a considerable risk, and if ample margin between the cost and the custom rate is not to be had, he invites failure in case of unfavorable circumstances. In estimating the year-

plowing, Calculating interest and depreciation on engine, plows and miscellaneous equipment as before and assuming that they will remain constant with a reasonable variation in acreage each year, the annual total chargeable to plowing would amount to approximately \$486. On the basis of the 658 acres per outfit shown on a previous page, the overhead charges would be 74 cents an acre. However, if it is desired only to meet the custom rates of \$1.50 for plowing and \$3 for breaking prevailing in parts of the Dakotas, the necessary acreage may be approximated by

after the threshing season, it can be seen that with good weather and management the plowing venture may be a financial success. It can not be too strongly emphasized, however, that the practicability of such a venture depends largely upon an undetermined factor, namely, the life of the outfit. The overhead charges suggested are based on an assumption in this regard that may prove to be wrong in general and certainly will not be true in every individual case. For this reason in particular the custom operator's venture is attended with considerable risk of failure,



Outfit of J. W. Astleford, Tuxford: 25 h.p. Manitoba Engine, 25 x 42 Sawyer-Massey Separator.

1908, at one point in western Kansas, a local coal dealer reported that fourteen steam operators were doing custom work at the current rate of \$1.25 for plowing and harrowing stubble land, and of the fourteen there was but one to whom he would extend credit on fuel. In this case competition, not with horses but between traction outfits, had forced the price per acre down to the point where if reasonably good work were done only excellent management and good luck could net a profit. The custom operator must usually pay a higher rate of wage than

ly acreage required to make such a venture profitable, a separation of costs into fixed and variable items is necessary. Supposing the daily capacity of the outfit to be known, the items for fuel, labor, repairs and oil may be reduced to a fixed acre cost. Table III (September issue) indicates a total of \$1.183 for these items for steam outfits in the northwest doing both plowing and threshing. If this figure and the ratio between the cost of breaking and that of plowing previously suggested be assumed as correct, these items would amount to \$1.38 for breaking and \$0.986 for



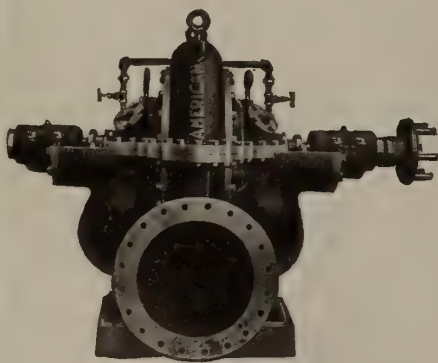
Threshing Outfit of R. Max Friebel, Balcarres, Sask.: 25 h.p. Manitoba Gasoline Engine, 28 x 42 J. I. Case Separator.

dividing \$486 by the difference between \$1.38 in one case and \$3 in the other. This method gives 945 acres of plowing or 300 acres of breaking as the volume of work which will under the foregoing conditions pay operating expenses and cover interest and depreciation. This would require from sixteen to twenty days of breaking or thirty-five to forty days of plowing, without taking into account expenses on off days or in moving. Since the breaking season in this section is usually of at least six weeks' duration and the plowing season of equal length

and better care than is usually given to farm machinery should be used in extending the life of a costly plowing equipment over a profitable period of service.

Granting the practicability of traction plowing under given conditions, the selection of equipment, and especially of the tractor, is a vital point. Plows for this work are in the main satisfactory, and being confined to comparatively few makes are more easily investigated. However, the large and rapidly growing number of traction engines offered for sale makes selection difficult. To be practicable the

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is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

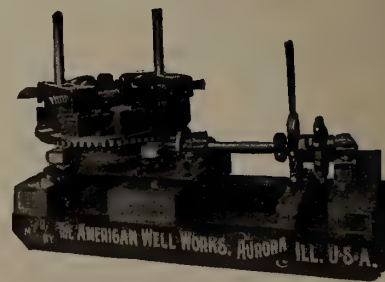
"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type.

Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



tractor must be powerful, durable, economical and simple, with emphasis on all four points. It must draw a profitable load continuously while at work and that without excessive depreciation and repair charges. It must be economical of fuel and labor and not so complicated as to require skill not readily acquired by the average farmer. In addition to serviceability in plowing it should be adapted to a wide range of usefulness in order to compete seriously with the horse as a source of motive power.

As to size, it may be said that for plowing alone and where work is abundant and delays few, the largest engines are the most economical, as the cost of labor and the interest and depreciation may be distributed over a larger acreage. However, the larger the outfit the longer the period of delay occasioned by wet weather and the more limited the sphere of usefulness. A larger acreage must be provided to utilize the plowing capacity of the engine, and in other work, such as threshing, hauling, disking, harrowing, seeding, etc., frequently economical use can not be made of the power of the largest engines. The smaller engines are less economical of fuel and labor, but being better adapted to a variety of purposes, reduce the overhead charges through increasing the days of service rendered.

Both steam and gasoline tractors have their advantages for this work. The former are more advanced as a class and are built in larger units, and hence are popular where conditions demand great power, as in breaking large acreages. Reference already has been made to the matter of rating engines, the steam engines as a class having a larger reserve power over the nominal rating than gasoline engines and greater tractive efficiency per nominal horse power. On the other hand, gasoline tractors, possibly on account of size, can usually transform into effective pull a larger percentage of the power actually developed than can steam tractors. No great difference in weight per actual brake horse power exists, but a slight advantage in favor of gasoline tractors as to weight per actual draw-bar horse power was indicated as a result of competitive tests at Winnipeg in July, 1909. Both, it may be said, were considerably below the horse in weight per unit of pulling power, and of course had a still greater advantage in driving stationary machinery. A greater weight of supplies must be carried by steam engines, this, of course, adding nothing to their strength. Gasoline engines are usually capable of longer runs without replenishing supplies, and less time is therefore lost on this account. They have the

advantage in being quickly started and in not consuming fuel when not at work. The matter of supplying fuel is simpler and the expensive process of supplying water is reduced to a minimum. Internal combustion engines as a class convert into work a much greater proportion of the thermal units in fuel than do steam engines, but present types are restricted in the kinds of fuel which can be used to advantage. Steam engines use a wide variety of fuels with little difference in efficiency and are consequently less dependent on limited sources of supply.

Aside from the foregoing considerations, the essentials are practically the same for both types. Strength must be a prime feature of a successful farm motor. This applies particularly to frame and traction gearing. The latter should be of steel or semi-steel, wide in face and bearing, and of the best workmanship. The gearing should be absolutely protected from dust, as should all bearing surfaces. The gears probably more than any other parts are subject to wear and breakage and should receive great attention from both manufacturers and purchasers. They should be in perfect alignment at all times to prevent unequal wear, followed by strain and breakage. Rigidity of frame and wide bearings tend to effect this alignment, yet in so far as is possible flexibility should be allowed in order to minimize the effect of rough ground. Jolting should be transmitted as little as possible to moving parts mounted on the boiler frame. Perfect lubrication is necessary, and all parts of the engine should be easily and instantly accessible for repairs or adjustment.

The traction wheel is a fundamental point. One authority states that in building a tractor

he would first build the wheel and then the engine. The wheel must be either wide enough or high enough to support the weight of the engine on soft ground and to distribute it under all circumstances without undue packing of the soil. Some tractors already rival the horse in the matter of weight per unit of bearing surface. Besides width and height there must be a proper arrangement of lugs on the surface of the wheel in order that it may grip the soil firmly and still not clog. Great loss of power may occur in this simple point of application. Types of wheels composed of independent pedals are being developed with a view to reducing the loss through slippage.

In general it may be said that the progress made in the last six years in the development of both steam and gasoline tractors has been remarkable and that the concentration of capital and thought upon the problem of supplying practicable farm motors gives promise of even more rapid progress in the next decade. When it is considered that during the long era of development of farm machinery no radical improvement has been effected in the animal as a source of motive power, it is not surprising that the early history of plowing by mechanical prime movers does not show a general advantage in economy over ordinary methods. The animal as a motor has many advantages which must be overcome before the universal introduction of mechanical substitutes, and the latter is not imminent. However, the increasing purchase and use of smaller tractors by western farmers, not only in grain growing sections, but on larger farms in the corn belt, indicate that practical men are finding profitable employment for a general

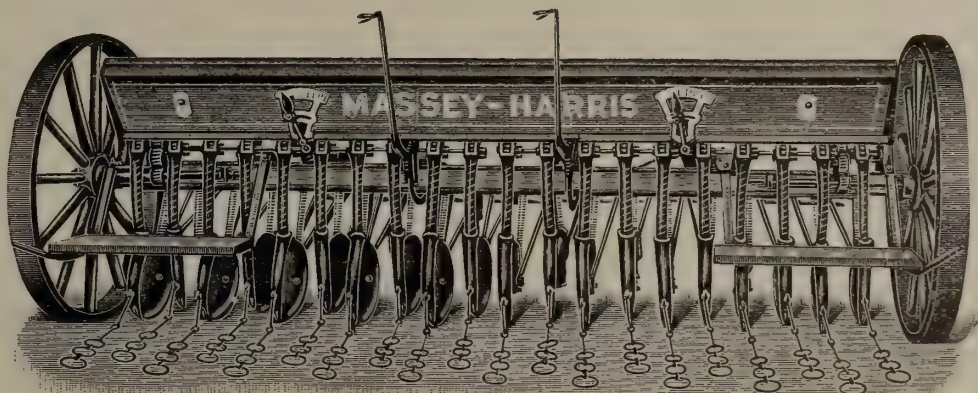
purpose farm engine. So long as large areas of prairie remain to be broken there will be a field for the large plowing engine developed for that purpose alone, but the activity displayed by inventors and manufacturers justifies the expectation of dependable farm motors, varying in type and size, adapted to a much greater variety of work than that in which they have hitherto been chiefly employed.

Conclusion.

Industrial Prospects.

The Canadian West as a home for manufacturing industries is appreciated, and great expansion in this direction is looked for. The Canadian Manufacturers' Association has eighty-six members in Winnipeg alone, which illustrates the extent to which manufacturers are entering that field. The pioneer lines of manufacturing are already firmly established. Western Canada is second to none in her flour mills, she has cement and brick-making plants, canning and meat-packing factories; the industries which are native to the West, which take the raw products of the West and advance them a stage; these have already sunk their roots and have attained a hardy growth. That they will form the nucleus of a general industrial life, the analogy of the Western States of the Union amply proves. The big manufacturing cities of the Western States will have their counterpart on this side of the line. For if the market of to-day is not sufficiently large to justify the expansion of certain industries into the Great West, the population of to-morrow will be.

Don't mistake your calling. If you have brains, go into business; if you haven't, go into society.



MASSEY-HARRIS NEW No. 11 DRILL

16, 20, 22 and 24 Shoe, Single and Double Disc Bottoms are interchangeable.

FIRST MADE FOR SPRING OF 1910, NOW LEADER OF ALL.

Samples of 1911 style Seeder have been placed with our Agents all through the West.
Give our representative a call.

This machine will appeal to you.

CAPE TO CAIRO BY MOTOR-CAR

One of the most remarkable expeditions that have ever set out from England will leave in November next to attempt to carry the Union Jack by motor-car all the way from Capetown to Cairo, a distance of more than 6,000 miles.

The journey, which, if carried to a successful conclusion, will falsify Cecil Rhodes' prediction that no one would cross Africa on wheels until the Cape-to-Cairo railway had been constructed, is expected to last four months. That they may be four months of almost incredible hardships and dangers is acknowledged by the members of the party.

Hundreds of miles of unexplored country will have to be crossed, and the party will be exposed night and day to attacks from hostile natives. Pestilential swamps must be negotiated, dense jungles penetrated, dreary deserts crossed, and wild beasts encountered, with death in the form of various fevers, thirst, starvation, poisoned arrows, and snake-bites lurking everywhere.

Unlike the builders of the Cape-to-Cairo railway, who had the benefit of an advance guard of 1,000 native troops, the present party, if the bearer-boys exchanged from time to time be excepted, will travel alone. The members of the party will be only four in number, and each will carry his life in his hands.

The two principal members of the party will be Mr. B. J. F. Bentley and Captain R. N. Kelsey.

Mr. Bentley, who is the leader of the expedition, is an explorer and ardent motorist. He has already covered the greater part of Abyssinia in a motor-car, and was the first to initiate King Menelik into the mysteries of mechanical propulsion.

He fought in the South African war, and since then has made several journeys of exploration.

Captain Kelsey is thirty years old, and is a native of Somerset. He fought in the principal engagements of the South African war, and was wounded on several occasions.

It was Captain Kelsey who started the Territorial recruiting office in Cecil-court and secured 1,700 recruits in ten days. He is much interested in aviation, and has been for some time connected with the Aerial League of the British Empire.

These two, with a journalist and a bioscope operator, will make up the entire party.

The expedition will be the outcome of many months of careful preparation. More than a hundred depots have been arranged at convenient distances along the route. Food supplies, ammunition, petrol, and repairing access-

ories will be deposited at all these depots, and a transport expert will go out in advance to supervise the preparations.

It is anticipated that the advantages of travelling by motor-car will be more than counterbalanced by the many drawbacks. Some notion of the difficulties attaching to the journey will be obtained from the statement that no fewer than twenty rivers and four lakes will be crossed on the journey.

At all these places a pontoon of local timber, on which the motor-car will be carried, must be constructed on the spot. The brushwood must also be cleared when it is too dense to push through.

Again, it is feared that the sight of a mechanically propelled vehicle will arouse the hostility of certain tribes of natives in Central Africa, through whose territory the expedition must pass. Mountain ranges will be avoided as much as possible and the expedition will endeavor to follow the route marked out for the Cape-to-Cairo railway.

As at present arranged, the route northward will be as follows:—Capetown, Middleburg, Bloemfontein, Victoria Falls, Livingstonia, Bismarburg, Lake Tanganyika, Vishumbi, Kodok, Khartum, Wadi Halfa and Cairo.

One of the worst portions of the journey will be the crossing of the Kalahari Desert, a vast and sandy plain which stretches between the Zambesi and Orange Rivers, for a distance of about 600 miles. While lagoons and "salt-pans" are frequent in some parts of the desert, it is practically destitute of water.

The expedition expects to spend Christmas in the neighborhood of Victoria Falls, and to reach Cairo about the middle of March next. The party have already received promises of assistance from the Colonial Office and the South African, German, Belgian, Egyptian, and Soudan authorities, as well as from the Chartered Company.

It is estimated that 5,000 gallons of petrol will be used. All four members of the party will be inoculated against fever.

Of one thing the members of the party are determined—the car carrying the Union Jack will go through to Cairo at all hazards, even if there is only one man left to accompany it. For this reason any one of the four is capable not only of driving, but of acting as a mechanic in emergencies.

The expedition will carry express rifles and revolvers, as well as a plentiful supply of ammunition, and it is hoped that big-game shooting will be enjoyed.

Some men are deep versed in others and shallow in themselves.

HEMP INDUSTRY RECEIVES IMPETUS

The hemp plant (*Cannabis Sativa*) properly so called, is a native of Asia, but its culture has been extended to many parts of the world, and the name "hemp" is now used to designate several kinds of fibre derived from plants or shrubs not in any way related to the common hemp. For example, Manila hemp is obtained from a plantain, Sisal from an agave, etc.

The hemp plant was in use by the Chinese 3,000 years ago, and the Romans made use of it for sails and cordage early in the Christian era. In parts of India hemp grows wild, and a kind of soporific hasheesh is made from its fibres. It is also found on the east and west coasts of Africa and has been naturalised in Australia. In Europe it is chiefly cultivated in France, Italy, Germany and Russia. It is a favorite textile in China and Japan, the fibre from the last named country being particularly fine and strong. The plant is an annual shrub, the fibre being produced in the bark of the straight, stiff stalks or stems. Russian hemp is generally taken as the standard of comparison for all other fibres. The stems vary from 3 to 20 feet long, depending on the variety, quality of soil and cultivation. The best kinds have a hollow stem, the wood of which breaks down easily when cleaned for the fibre.

In America the cultivation of hemp as a fibre crop is confined chiefly to Kentucky, Illinois, Missouri, Nebraska and California, though it will thrive from ocean to ocean and from the gulf to Canada.

The introduction of a hemp machine that extracts thousands of pounds a day and cleans it more thoroughly than manual labor can do, promises to greatly increase the acreage of hemp sown in the South. This is especially true of Kentucky, in which state the hemp-raising industry flourished before the war, when each plantation had its scores of slaves to handle the crops.

The hemp industry in that state is very old, the fibre having been cultivated in the early part of the last century. In 1859, 75,000 tons was produced. Twenty years later the entire United States produced only 5,000 tons. California and other Pacific coast states have taken up the industry and a fine grade of hemp is being produced in that section.

A steel hemp machine was operated in Kentucky for the first time in 1905, near the town of Paris. After a season's work it was sent to Cincinnati where a lighter machine was made. The second steel machine was made

and operated in the fields during the winter of 1906-7. In 1908 an improved machine was built in Philadelphia and was used for shop demonstrations during that year. The machine was then shipped to Kentucky and was used in the fields with great success.

The implement is constructed entirely of steel and is almost noiseless in operation, weighs about 5,000 pounds and is moved from field to field similar to a wheat threshing outfit. It requires seven men to operate at full capacity, and delivers 5,000 pounds of hemp or hemp fibre per day. By the old "slat brake" method a Kentucky negro can extract perhaps 150 pounds of fibre in a day. The machine is run by a steam or gasoline engine of about 12 h. p.

By comparative tests the machine has made 175 pounds more fibre to the acre than hand brakes under the same conditions. With the machine there is not a stalk wasted, as the farmer can go over his field with a hay rake and collect all the scattered and tangled stalks and run them through the machine, thus saving enough money to pay for the seed. The machine cleans and delivers the tangled stalks, and the product is known as tow, and is worth about half as much as the fibre.

Oliver Plant Starts Operations.

The Canadian plant of the Oliver Chilled Plow Works, at Hamilton, Ont., began operations Oct. 1, a portion of the plant having been completed. Construction of the remaining buildings is going forward rapidly. Several months will be occupied in perfecting the special equipment required and regular manufacture will be started about Jan. 1.

A. C. Dann, of South Bend, Ind., has been appointed superintendent, and it is the expectation of the manager, R. A. Smart, to have the entire plant completed not later than September, 1911.

Sugar Beets in Holland.

Beetroots for sugar refining purposes are cultivated in Holland on about 47,700 hectare (120,000 acres) yielding 560,000 tons. The official returns give the yield per hectare at 32,725 kilos, which is equal to a little more than 12 tons per acre.

This product commands a market value of ten to twelve gulden per ton, or about from \$50 to \$57 per acre. The production of raw sugar from twenty-eight beetroot factories in 1908-9 aggregated 194,992 tons. The sugar refineries of Holland produced 185,980 tons of refined sugar in 1908.



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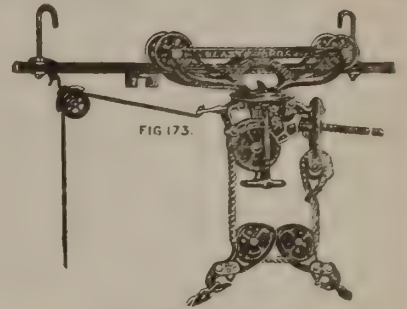
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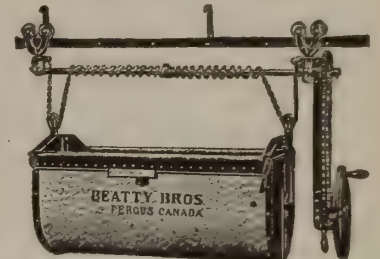
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Cater Can Sell You

Wood or Iron Pumps cheaper than
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and positively the BEST. The heat is registered by an electric pyrometer while the saw is clamped in a revolving furnace under many tons of hydraulic pressure. Absolute uniformity of temper in every part of the saw is thus obtained. We positively guarantee that there are no hard or soft spots in our saws. They have greater toughness and retain a keen, cutting edge longer than any other make. Write for catalogue and prices.

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A Grain Separator without
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The Hero has proved itself by years of service. For reliability and efficiency no other separator can compare with it. Cleans oats from wheat thoroughly. Built of the very best materials obtainable under the supervision of an expert. Satisfaction guaranteed to every user. Repeat orders come as a natural sequence if you handle the Hero specialties. They bring more business, more profit, and build up a reputation for the dealer by their sterling qualities.

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HERO MANUFACTURING CO. LTD., Winnipeg

The most perfect, simple and durable washer ever offered to the public. The best on the market by long odds. Constructed of highest quality materials by skilled workmen. Nothing to injure garments, simply forces suds through the fabric. A few minutes does the trick. No rubbing; quicker work with less effort than any other machine. Made of sheet metal—10 to 50 pounds lighter than the other kind. Can be operated either standing or sitting.



The Best Washing Machine
made in America

Trees for the Asking.

The report of the Superintendent of Forestry for 1909, just issued, reports further development in the work of tree distribution from the forest nursery at Indian Head, Sask.

For some years the number of trees sent out in the spring from the nursery has remained practically stationary at about two and a half million. The reason for this is that the capacity of the nursery is now almost, if not quite, reached, and if trees are to be distributed in greater numbers either an enlargement of the present nursery or the establishment of new ones will be necessary.

At the same time the number of applicants for trees has greatly increased. In 1909 trees were sent to 2,010 applicants; in 1910 that number had increased to 3,173—an increase of considerably more than 50 per cent. In 1908 the average number of trees sent to each applicant was 1,400; in 1910 only 800 could be spared to each applicant.

In 1909 the number of new applications received was 2,235; in 1910 the number had increased to 3,832.

There is no reason why farmers in the west should not grow their own maple and ash trees,

and to any who contemplate doing this the Forestry branch will be glad to send advice and also seed as far as the means at their disposal will allow.

One point that must be carefully attended to, however, is the source from which the seed from trees growing in the western Provinces should be secured. The Forestry branch has had several experiences of failure, entire or partial, with certain sowings made from imported seed. For example, in 1906 the crop of Manitoba maple seed in the Canadian Prairie Provinces was a failure. Seed for sowing the following spring was got from Dakota and sown in the nursery in the spring of 1907, and in 1908 the trees from this seed were sent out. This particular lot of maples has been reported to have suffered very much from winter-killing, in some cases the entire tree, top and roots, having been killed during the severe weather, in other cases only the tops having been killed back. Usually the maple has been found hardy in almost every part of the west, and the loss of so many is no doubt due to the fact that the seed from which they originated was obtained from regions farther south. A similar failure occurred some years ago with elm seed imported from eastern Canada.

Cream Separators are Profitable

The advent of a creamery in a community may be looked upon as a sign of progressiveness and a sure means of bringing prosperity to the farmers who support it.

In a district where the creamery is well established the farmer need not hesitate about keeping a dozen cows or more, because the introduction of the cream separator has made it possible and profitable to separate the milk on the farm, feed the warm skim milk to the young live stock, and deliver cream to the creamery at a small expense.

Instead of trading farm made butter for whatever value the village storekeeper sets on it, the farmer obtains cash for his cream every week or so, and can buy his goods where and when he wishes—if he installs a separator.

Separators can be bought practically anywhere in the world where dairying is carried on, in sizes and at prices to suit all pockets. The large creameries of to-day owe much of their success to the use of separators in their districts, and they are nearly always prepared to take the farmers' cream in any quantity, paying a good price per pound for butter fat regardless of the quantity, so that the farmer who

milks half a dozen cows has the same opportunity to make a profit as the man with a large herd. For many years milk selling was the best outlet for dairy products, but with butter fat sold at present prices per pound and skim milk fed to calves and hogs there is no doubt as to which is most profitable and least troublesome.

Trade and agricultural papers today advertise practically only one dairy implement—the cream separator, because the farmer has found it pays to use them and the demand for them is steadily increasing; in fact the separator is as necessary on the farm where a few cows are kept as the plow, the seeder or the binder.

Here are some of the advantages of the separator over hand methods:

It produces more cream from a given amount of milk.

It produces a better cream—a cream which will keep sweet longer and commands a better price.

The density of the cream can be regulated to suit the requirements.

Separator cream is more "churnable"—it can be churned in much less time than cream raised by any "setting" process.

If made into butter there is a largely increased yield of better butter—butter which will sell

Beat Competition By Keeping Out Of It. Keep Out Of It By Handling SHARPLES TUBULAR CREAM SEPARATORS. The World's Best. Later Than And Different From All Others.

There is only one Tubular—The Sharples Tubular. It is patented. It stands alone as the only cream separator using, or free to use, the great improvements of the last ten years. These improvements belong to and are used by us alone.

Only Tubulars are modern. Only Tubulars have no equal. Only Tubulars have no imitators, for our patents prevent it. Therefore, only Tubulars have no real competition.

All common separators are still built on the old principle proved incorrect and abandoned by us ten years ago. Our patents prevent their using the only correct and the later principle embodied in Tubulars. Common separators are not only out-of-date but are about as alike as two peas—competing with each other, struggling with peddlers' machines, dividing among themselves the trade which Tubulars leave.

See why leading dealers, everywhere, handle Tubulars? Why don't you handle them, too?

We made the first cream separators manufactured on this continent and have been steadily at the business thirty years. The manufacture of Tubulars is one of Canada's leading industries. Sales easily exceed most, if not all, others combined. Probably replace more common separators than any one maker of such machines sells.



Dealers only. Heavy advertising all the time. Now is your chance—before your competitor wakes up and wants to handle Tubulars. Write for information or ask to have a traveler call.

The Sharples Separator Co.,
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readily and will command a good price.

The skim milk, while warm and fresh, is doubly valuable for feeding purposes.

It greatly lightens the labor of handling the milk, which is especially desirable, inasmuch as this work usually falls on the women.

It takes the place of utensils of various kinds, saving their cost and labor of caring for them.

It insures purity and cleanliness of product.

It removes disease germs and enhances the keeping qualities of the butter.

It saves the cost and handling of ice to keep the milk.

Dairying Conducive to Fertility.

It has been said time and again that the prosperity of a nation must rest on agriculture, and if the future of Canada is to be judged by the percentage of her population who farm the land, the outlook is bright. But it must be remembered that, in order for agriculture to enhance the prosperity of the nation, the fertility of the soil must be not only maintained, but conserved in such a manner that future years will find it still more productive. The danger is that the incredible increase in population, the concentration of people in

cities, will cause a demand for the products of the farm which will exceed the supply. For the present the settling and opening up of vast areas of new land has caused farm crops to keep pace with the demand, both for home consumption and export, but the cry "high cost of living" is heard on every side and it is time that a system of farming calculated to increase the present production were adopted.

It is a well known fact that dairy farming makes this possible. Agricultural experts, scientists, colleges—all are agreed that the ideal farm is that where a little more is given to the land than is taken away from it—following a general principle of nature that to induce growth food must be supplied. It is easily proved that the sale of butter or cream does not take away any fertilizing value from the farm. A ton of butter probably does not contain more than half a dollar's worth of fertilizer. On the other hand a ton of wheat contains about 35 per cent. of fertilizing value, or at a dollar per bushel, a ton of wheat contains \$11.55 worth of fertilizer. Experimental farms have proven that when cattle are fed on the actual products of the home farm the resultant manure which can be given back to the land reaches 80 per cent. of the

fertilizing value. Careful calculations have shown that the value of the manure of one cow is worth about \$25 per year as a fertilizer.

Many instances could be cited where intelligent dairy farming in conjunction with raising cereals has increased the product per acre 50 per cent. In continental Europe, more especially Denmark, Germany and England, the land produces more today than ever before, although it was cultivated many hundreds of years before the prairies of America knew the plow.

Down in Missouri, where they have to be "shown," it is said on good authority that in 1900 there were about 500 cream separators in use; at the present time there are from 30,000 to 40,000, which looks as if the benefits of dairying in that state were thoroughly appreciated.

Winnipeg as a Port.

The government steamer Victoria returned recently from Lake Winnipeg, and is awaiting orders from Ottawa to commence a survey of the Red River frontage with a view to establishing docks and wharf accommodation for the traffic that is expected to develop as a result of the completion of St. Andrew's Locks. During the past summer, the

Victoria has surveyed the mouths of the Berens, the Black and Icelandic rivers on Lake Winnipeg, and information has been gained which will permit of navigation on the lake being made both easier and safer.

It requires no very great effort of the imagination to see a long line of docks on the Red River, clustered with vessels loaded with the products of the northern country. It is well known at the present time that the supply of cordwood, for example, on the shores of Lake Winnipeg, is well nigh inexhaustible, and in addition pulp wood, iron ore, gypsum and other minerals are known to exist in large quantities. There are valuable deposits of sand, gravel, etc., for handling which a fine steel vessel has been recently launched on the Red. Fishing and trapping should also open up avenues of trade when the route is once established, and the settling of the belt of country through which the Hudson's Bay railway will pass should give added impetus to the development of the lands to the north and west of Winnipeg.

The secret of success in business turns on selling your goods—most anybody can make them. Manufacturing is done by formula, but salesmanship is genius.

All EMPIRE Users get QUALITY PRICES for Butter Fat.

The hundreds of thousands of cow owners who are using Empire Cream Separators are taking first grade cream or butter to market, getting top prices, making largest profits. Ask any of the prominent Creameries or some of the Empire users in your district.

Here's the reason—Empires are sanitary separators, so easy to keep clean and perfectly sweet that no taint of old cream or milk ever remains to spoil the next skimming. Both the frictionless Empire and the Empire Disc have simple skimming devices, free from notches, corners, grooves and slots. Every part is get-at-able.

Empires furnish the smoothest, most velvety cream, too, because the simple bowl doesn't break up the butter fat globules. The separators with complicated bowls, having nooks, corners and crevices, cost dairymen thousands of dollars a year in profits lost. Avoid these. Make up your mind to market **quality cream**. There's where the profit is. Make up your mind to get the work and time saving separator also—the easy-to-turn and easy-to-clean Empire.

THE EMPIRE LINE OF SANITARY CREAM SEPARATORS MAKES A NEW RECORD

Forty per cent more cow owners chose Empires last year than in any other year of their long, successful history. No other separator of any price or style even approached this great increase in demand. It simply proves that the dairymen of America are realizing more and more how much **quality** counts in a separator and that they are investigating more carefully before they buy.

The Best to Use is Always the Best to Sell.

We have an attractive proposition to offer you, whereby you can become the separator man of your locality. Just address a postal to

Empire Cream Separator Co. of Canada
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98% of the World's Creameries Use De Laval Cream Separators

Ten years ago there were a dozen different makes of creamery or factory separators in use. Today over 98 per cent of the world's creameries use DE LAVAL separators exclusively.

It means a difference of several thousand dollars a year whether a DE LAVAL or some other make of separator is used in a creamery.

Exactly the same differences exist, on a smaller scale, in the use of FARM separators. But the farm user doesn't know it. Nine times out of ten he can't tell when he is wasting \$50 or \$100 a year in quantity and quality of product through the use of an inferior separator.

There can be no better recommendation for the DE LAVAL than the fact that the men who make the separation of milk a **business** use the DE LAVAL to the practical exclusion of all other separators.

More Than 1,250,000 De Laval's In Daily Use.

Applications for Agencies will receive prompt consideration

The De Laval Separator Co.

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BENEFICIAL BEES.

Apiculture, or the science of bee-keeping, may seem a little out of place in a trade journal, but it has an intimate connection with certain phases of agriculture, and should be of direct interest to those whose business it is to cater to the wants of the farmer.

The Secretary of the British Beekeepers' Association read a paper at a recent meeting which should be of considerable interest and value to farmers in Canada. In some countries, it was stated that agriculturists had already begun to realize the important services rendered by the bee in the fertilization of plants.

It was stated, however, that even to-day, the greater number of agriculturists regarded bees in much the same light as they did wasps—as winged insects with a poisonous sting to be avoided at all costs. But inquiry and observation would convince them that in visiting the flower for nectar, the bees conferred manifold benefits on the farmer by carrying out the work of fertilization and causing the seeds and fruits to form.

Among the definite examples of benefits resulting from the visits of bees to flowers the well-known passage from the third chapter of the 'Origin of Species' on the fertilization of hearts'-ease and clover by humble bees was quoted. An experiment was also cited where three of the most vigorous heads of white clover had been protected just before the flowers were about to open. On this plant there were 29 heads and those protected ripened first. They were then cut, but after long and careful search, not one single seed could be found.

The unprotected heads, however, yielded 304 seeds, or an average of 10.3 seeds per head. Evidence to the same effect was adduced from America and from New Zealand, where some years ago humble bees were introduced to fertilize the red clover, which flowered but did not seed. After the introduction of the bees the crop seeded in the ordinary way, and only two years ago queens of the humble bees were sent out to renew the stock of these useful insects. Some practical farmers realized the value of the bees, and had hives carried into their bean fields just when the plants were coming into bloom, so that the insects might be close to the crop to effect the necessary fertilization.

Bees are especially beneficial to the fruit farmer. The secretary of an horticultural society in the United States accounted for a very meagre fruit crop after a profusion of bloom by lack of pollenization, owing to the bees having nearly all died off in the

previous winter. Gooseberry and currant bushes were also adversely affected when the visits of bees were prevented. In many fruit-raising countries, especially in California, growers have found that as the bees decreased in numbers the crop fell, and that the only means to augment the crop was to increase the stock of bees.

The Ontario Department of Agriculture sent out a circular last May to their mailing list of bee keepers in Ontario, and reports were received from 488 out of 2175 beekeepers on the list. Much valuable information was obtained but the actual status of bee keeping can only be very roughly estimated. M. Pettit, the provincial apiarist in charge of the work writes in a bulletin just issued on this subject as follows:

The chief difficulties which bee-keepers have can be summed up in the two great problems of apiculture—swarm control and wintering. In many cases the trouble is summed up in the words of one man who said his chief difficulty was to "get the old woman to watch for swarms." The interest that is taken in this problem of swarm control is shown by the fact that when the Department of Bee-keeping at the Ontario Agricultural College sent out notices that instructions would be supplied to all who cared to conduct an experiment in the control of swarming, more than three hundred and twenty-five men and women from every county of Ontario, and from other provinces from the Atlantic to the Pacific, made application for the circular of instructions on this important subject.

A great many stated that they had not time to give the bees attention because their busy time came at the same time as the heavy work on the farm. The solution to this difficulty is to have plenty of store combs and supers. Stack these on the hives from time to time as needed, and systematically keep the bees busy and contented so they will not think of wanting to swarm, then neither the "old woman" nor the old man will be worried getting swarms down from high trees, or seeing them go to the woods.

The wintering problem needs to be just as carefully studied. No colony ever dies without a definite cause, which should be carefully sought out and prevented next time. Plenty of good stores, good queens, warm packing, shelter from winds, all these and many others are factors in successful wintering. If the bees are always prepared for the hardest kind of winter they will get through the easy ones all right.

The Outward Appearance.

If you have decided to take up the automobile trade and get in a sample car, a reminder will, perhaps, be helpful. Remember; that even as a horse is not better than its legs, or a buggy no better than its wheels, even so is an automobile no better than its engine.

A good deal of attention is being paid by manufacturers to the appearance of the cars they manufacture, and by many people, especially in the city, this is considered the right thing to do. It should be remembered, however, that sometimes, especially in the case of the smaller and cheaper cars, this is being done at the expense of the engine, which is, after all the real life of the car. A nicely decorated tonneau may please the eye with its graceful curves, but unless the engine and chassis are as reliable as the tonneau is beautiful, the car will be dear at any price, and will not be profitable either to you or your customer. In the city a nice appearance is essential but at the same time it must be remembered that the roads in the city are usually good. Outside the city, however, conditions are changed. This country of ours is not replete with asphalt boulevards and macadam roads and a car that is going to make good in the Canadian West will have to have something more than a nice appearance.

It should also be remembered that the automobile differs widely from the other machines usually handled by the implement dealer, and it does not follow that a dealer who can judge a good binder, mower, wagon, or plow can judge equally well a good car. One may master the mechanism of a new binder in less than half an hour but it takes a good deal longer to thoroughly understand some automobiles. It is also comparatively easy to verify the claims of the manufacturer of a new binder when the first machine arrives, but it is a different matter to test a new car.

Thus it is that many dealers will find it very difficult to judge whether the car whose general appearance strikes their fancy will be a profitable one or no, and the safest course is to deal with some manufacturer or jobber whose reputation for reliable cars has already been established. We are quite aware of the fact that some buyers guide themselves by the performances of a particular make of car in speed and reliability trials, but we do not think this advisable, for a car which has shown a fair amount of success in the hands of an expert mechanic will not always make good in the hands of a novice, and it is to the latter class that most of

the buyers of new cars in country districts belong.

When you purchase your first car, you should endeavor to choose one which is most suited to the requirements of your district or the peculiar conditions under which the car will be called upon to do its work. For instance, if you live in a hilly country, the cars you sell will have to be good hill-climbers, and while the modern car will do a good deal in the way of overcoming steep grades, yet it is just as well to get the best hill-climber possible for it should be your endeavor to do your utmost to please your customers, especially if the first car you sell is the first one in the district. If the first car sold does not come up to requirements it will cast a damper on the new trade, while if it is reliable and makes good, an impetus will be given to the trade, and increased orders will be the result.

It is a good plan, too, to bear in mind the particular uses to which each car you sell is to be put. Thus a car which is intended for the livery business should have a more powerful engine than the one needed for the banker's pleasure, but in every case the engine should be reliable. The result of these precautions will not be seen for some time, but when the various purchasers realize that they can absolutely depend on their cars, the dealer will have one of the best advertisements possible.

Away Down on the Farm.

A Jackson county farmer, serving on the jury recently, stood in the hallway of the Criminal Court building stretching and yawning and complaining about not getting enough exercise on the farm.

"You fellows around the city do a lot of walking and shifting about," the farmer commented to a city man.

"When I was on the farm ploughing and cultivating the soil I had no complaint to make about not getting enough exercise," was the suggestive comment of the city man.

"You lived away back there at a time when a man followed the plough and lifted it around at the end of the furrows, after having carried it to the field on his back, and such things," the farmer explained. "We ride when plowing these days, you know. Most everything else is done by machinery. Why, we have to construct a gymnasium on the farm to get a little exercise when we get up in the mornings and before we go to bed at night."

Then he stretched and yawned again, while the city man kicked himself—metaphorically—for having to work so hard.—Kansas City Star.

Farming in Palestine.

U. S. Consul Thomas R. Wallace of Jerusalem writes as follows in the Consular Reports relative to present agricultural methods in Palestine and the prospects for introducing modern farm machinery into that historic land.

The larger part of Palestine is mountainous and much of it is a barren waste. The land farmed is thick with stones, and the soil very shallow in places, so that the bed rock protrudes, making it difficult, if not impossible, to use agricultural implements common in America. Such implements have been tried here and given up as unsuitable for the land. The grain grown on the hilly lands is usually quite short, and because of the stony condition of the land it would be difficult to harvest by machinery.

There is another tract or district, distinct from the hill country, bordering on the sea and extending to the foothills of Judea, most of which is rich and fertile, and seems to be well adapted to the use of all kinds of agricultural implements and machinery. Efforts have been made to induce the peasants of the district to use such implements, but so far without success. The failure may be ascribed to the lack of proper instructions, or to inexperience, and in some cases al-

so to the lack of care and indifference as to the implement used.

Plows may be seen with a large part of the moldboard rough, partly covered with rust, and in a condition rendering it impossible to do good work. No effort is made by the farmer to turn over the land in smooth furrows; therefore, the surface of the plow not being kept clean, dirt adheres to the moldboard, so that the work thus done by a steel plow would be no better than that of the native implement, and would be much harder on the team. It may be that the character of the soil has much to do with these conditions. A cutting grit or adhesive soil, as hardpan dobe, may require a plow adapted to it, which could only be determined by the practical knowledge and experience of one competent to judge after an examination of the conditions as presented.

Harvesting machines, as well as many other kinds of farm implements could be operated in the plains without difficulty. The obstacles at present in the way of sales of all classes of farm implements and machinery are the cheapness of labor and the community system of farming as conducted on the plains. The country inhabitants have no other industry than the labor of the farm and garden to employ their time, and so their work can be

accomplished without difficulty or loss by the primitive methods in use. From this it would appear that labor-saving devices are not needed, as the supply of labor always exceeds the demand.

The poverty of the people is another serious obstacle in the way of sales of all classes of commodities. This is true of most of those engaged in farming as a business. A few land owners might be interested, especially those who are farmers themselves; but there are very few in this district so engaged.

The land is rented and farmed in a primitive way, which is unprofitable to both landlord and tenant alike, as compared with what might be accomplished under a more advanced system. The lands are rented for one-third of the crop produced. After the harvest the grain is immediately threshed. The tithes or government tax is first taken, which is one-tenth of the whole crop, and then the remainder is divided, the landlord receiving his one-third share. The farmer has generally pledged a good portion of the expected crop, virtually selling it at a greatly reduced price for the purpose of securing money in advance for his necessities. If grain is \$1 a bushel, on an advance to him of \$100 he will agree to deliver to the party who

advances the money, 130 or 140 bushels of grain after the harvest. Should the crop fail it is carried over to the next year, but under a new contract in which 30 per cent. is added to the original amount.

Intensive Cultivation.

In the suburbs of many of the larger French and English cities there are market gardeners sufficiently thrifty to make three or four acres of soil produce as much wealth as many farmers in the great Northwest obtain from fifty acres. The modern name for this process is intensive farming and it has for its object the production of the absolute maximum of profits from a given area of land.

We read in an exchange that an experiment in the way of intensive gardening is to be tried in the suburbs of Des Moines, Iowa. The land for this purpose has been donated by wealthy citizens of that city, and it is now being prepared for cultivation. The committee which has charge of the experiment is sanguine enough to expect that an acre of Iowa soil will produce crops to the value of \$1,000 per year.

Were all the fertile territory of Western Canada to be cultivated in the same intensive way the record crops of last year would look like a mere bagatelle.

The Sylvester Seeding Machines

ARE STILL LEADERS.

Sylvester Mfg. Co., Lindsay, Ont. Sole Manufacturers under Stephenson's Patents.

The Double Disc is universally pronounced to give the best satisfaction wherever used.

Made in sizes from 16 to 22 discs and are made interchangeable. Drills are supplied with single disc or shoe if desired.

18 Sylvesters used on the Dutschem Farm (Canada's largest farm) at Girvin, Sask., during 1910, and more ordered for next season.



Sylvester Four cylinder opposed gasoline plowing engine, 45 brake h.p.

This cut shows three Sylvester Drills operated on the farm of Robt. Alexander, La Salle, Man. drawn by a Sylvester Gasoline Traction Engine.

This engine has done record work the past season, and like Sylvester drills is a leader in its class.

It is powerful and economical of fuel.

The Sylvester is the best and most favorably known drill in the Canadian West, and 1911 machines guaranteed better than ever.

Sole Jobbers for Western Canada:

Tudhope, Anderson Co., Ltd.

Winnipeg

Regina

Saskatoon

Calgary

Regina.

The development, industrial activity and general progress of Regina has been talked about frequently by her citizens and visitors, but a real comparison of conditions a few years ago and the present, marks Regina as one of the most rapidly growing cities on the continent. While her population is conceded to be not beyond the 20,000 mark, her activity industrially, and the general spirit of aggressiveness in business, has attracted not only the eye of the countries of the North American Continent, but of other nations as well.

Business enterprise and the readiness of the prominent business men to boost their city is exhibited in the recently formed Greater Regina Club. That Club has been instrumental in attracting the attention of the outside world to Regina, and numerous communications for information as to prospects here are received daily.

Does advertising pay? It certainly seems to, for the Greater Regina's Club's advertising has been productive of good results. What the Greater Regina Club is doing is to attract the attention of other countries to the existing advantages and opportunities available here. As evidence of the work of that

body in conjunction with the other organizations which devote their time to the securing of industries, a comparison with the various figures is a demonstration of the good work the business men are participating in.

Probably there would be no better way of judging Regina's progress to show how phenomenal it had been than to make a comparison between the building figures for the past year. In proportion to size Regina capped the list, and had nearly as much building done as the majority of cities three and four times her size. Building activity, high rents and the chance for more along that line are all in themselves evidence of the advancement which is being continued.

Regina's prosperity, however striking, is but on a par with that of the progress of the great province of which she is capital. Saskatchewan has forged the front in a very surprising manner during the past year, and has far surpassed her sister provinces of Manitoba and Alberta. Figures compiled from every source to show the growth of the province read like a fairy-tale in statistics, if such a thing is possible. The figures, however, are authentic.

The figures regarding the grain crop are especially interesting to the merchant, for grain production means purchasing

power. If this is the case—and it is the first principle in economics that all wealth comes from the soil—then Saskatchewan offers greater inducements to the progressive merchant than either Manitoba or Alberta today. Saskatchewan's grain yield for 1910 represents the greatest purchasing power of the three western provinces. The total value of the produce of the province in the current year was over \$145,000,000. The total estimated value of the grain crop in Saskatchewan is \$92,761,000, almost double that of Manitoba and Alberta combined. Manitoba raised a crop valued at \$61,780,000, and the yield in Alberta was valued at \$26,474,000. Saskatchewan's crop this year justified her claim to the title of "The Granary of the World." When it is taken into account that the total land under cultivation in the province is but 7,016,272 acres, the yield is all the more remarkable. The total land surface of the province is 155,092,480 acres, and of this the arable and productive land is 105,000,000 acres. The percentage of the arable land under cultivation, therefore, is only six and three-fifths per cent. Saskatchewan's possibilities are at once apparent.

Manitoba surpasses Saskatchewan in population, chiefly because Winnipeg, the largest city in Western Canada, is situated in Manitoba. Saskatchewan's population has increased at an astounding rate, however, in the past four years. In 1906 there were 257,763 people in the province. Now the population is in the neighborhood of 400,000. Alberta's population is 321,862.

In the first eight months of the fiscal year, the number of home-stead entries in Western Canada was 36,916, an increase of 12,530 over the corresponding period of 1909. Of this number Saskatchewan secured about 66 per cent., the figures being: Manitoba, 2,042; Alberta, 12,413; Saskatchewan, 20,892.

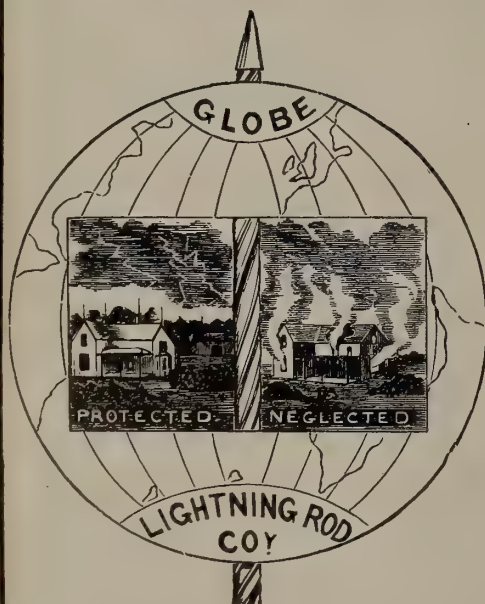
In the province now are four cities, 46 incorporated towns, and 37 villages, as well as 2,000 rural municipalities. In 1905 there were but 760 improvement districts and no rural municipalities.

Mr. Gordon Lake, formerly of the Royal Loan & Savings Co., Brantford, Ontario, and Mr. F. J. Clark, accountant of the Cockshutt Plow Co., Regina, have entered into partnership and expect to start a business at Luseland on the new Macklin extension of the C.P.R. The firm will go by the name of Lake & Clark and will handle implements, engines, loans, fire, life and accident insurance, real estate etc. Mr. Clark is well known in implement circles both in Eastern and Western Canada, having served on the Cockshutt Plow Co.'s staff at Brantford, Ontario, for a number of years before coming to Regina. Mr. Lake is also well known in banking circles.

The Regina Implement Dealers' Association held a luncheon at the Wascana Hotel on Saturday, Oct. 29th, after which a very important meeting was held. The following resolution was passed. Moved by Mr. Baker, seconded by Mr. Bryon, "That the secretary write the City Council asking if it is not possible to rush the early completion of the G.T.P. so that the implement dealers and wholesale houses may obtain a connection with the north-eastern portion of the province and also the Kirkella line, stating that we have now waited four years for the C.P.R. to make the connection with their Bulyea line and have no more definite assurance than we had in the past."

The above mentioned Association have presented the Y.W.C.A. with a new \$600 Nordheimer piano.

They have also been successful after eight months' work in securing from the City Council a promise to remove the incin-



Wanted

LIVE DEALERS

To Handle Our Copper Covered Steel Centre Lightning Rod.

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

Write To-day For Samples and Full Particulars.

Hamilton Brass Mfg. Co.,

(Successors)

Hamilton

Ontario

GRAND TRUNK RAILWAY SYSTEM

Excursions TO Eastern Canada

Daily during December. Three Months' Limit via

St Paul or Duluth, Chicago and Grand Trunk Railway

The Double Track Route

REDUCED FARES for STEAMSHIP PASSENGERS

Nov. 11th to Dec. 31st.

Agency for all Lines and Cooks Tours Write for full particulars

A. E. DUFF,

General Agent, Passenger Dept., 260 Portage Ave., Winnipeg, Phone Main 7098.

FRAZER AXLE GREASE.



Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.,

Factories: St. Louis, New York.

NICHOLSON AND BAIN, Agents,

WINNIPEG, MANITOBA.

erator not later than next fall. This incinerator has been a constant source of nuisance to wholesale houses on the north side of the track and the removal will no doubt be greatly appreciated by them besides the property holders in that vicinity.

The new J. I. Case Co.'s warehouse which is being erected on the north side of Dewdney St. just east of Hamilton St. is being rapidly rushed to completion; the outside work is all finished but the inside work is not advanced well enough to allow them to move from their present premises before winter sets in, and it is just possible they will not move until early spring.

Frank Cockshutt, president of the Cockshutt Plow Co., made a short visit to Regina during the past week while en route for Calgary and other western points. Mr. Cockshutt will stop off at Regina for a few days on his return trip.

J. Fallis, implement dealer of Elbow, and Mrs. Fallis passed through the city on their way to Eastern Canada. Mrs. Fallis has been in bad health for some time and the trip East is being made in the way of recuperation.

Senator Melvin Jones, president of the Massey-Harris Co., Toronto, accompanied by C. H. Whittaker, manager of the same firm at Winnipeg, Mr. Aird, Saskatoon manager, and Mr. Baker who is taking charge of the new branch at Edmonton, spent a few days in Regina last week. On Friday the party left for Edmonton accompanied by Mr. Forsythe, the local manager of Massey Harris Co.

W. P. Wells, manager of the International Harvester Co. local branch, and Mr. Hitchley, local manager of the Waterloo Engine & Thresher Co., have just returned from a shooting trip and report that they secured large bags of game.

Wonders of Selenium

Berzelius, a Swedish chemist of note, was the first to isolate the element selenium. It is obtained from the deposits in furnace flues where sulphides are burnt in the manufacture of sulphuric acid. Recent researches have brought to light some remarkable peculiarities of this substance. It has the strange property of being an excellent insulator in the dark, but of becoming a good conductor of an electric current when exposed to light. An interesting theory of the value of selenium in war time has been propounded by W. J. Hammer, an electrical engineer, of New York. By the use of this product, he declared, the moment the searchlights of an enemy's warship fell upon it, a shot would be fired automatical-

ly down the path of light flashed by the approaching warship.

Mr. Hammer used Newark as an example of a city which could be defended to advantage by cannon controlled by selenium cells.

"Cannon," he said, "equipped with a box on the carriage containing a selenium cell, could be mounted on prominent earthworks with their muzzle pointed down the bay. In the dark or the dim light from small reflectors, the selenium cell would not conduct a spark from a battery in the box to the powder, but this would take place the instant a powerful searchlight from a battleship was turned upon the cell, changing it from being a poor to an excellent conductor. The gun's aim would probably be correct, as the straight beam from the ship shone on it, with the result that the hostile war vessel would itself set off the charge which would sink it."

Mr. Hammer then told the students that if any of them ever had any idea of going into the burglary business, it would be well to ascertain if the bank safes had any selenium cells concealed about them, for an alarm might be given miles away the moment the intruder's bullseye fell on one of the cells. He showed how, by means of selenium cells, apparatus could be constructed for measuring light, X-rays, radium rays, and in controlling electric and other machines, operating boats, turning on and off lights, automatically lighting and extinguishing buoys and street lights, closing buildings automatically in the event of fire, and doing many other wonderful things which the scientific world is just beginning to realize dimly.

Forest Statistics.

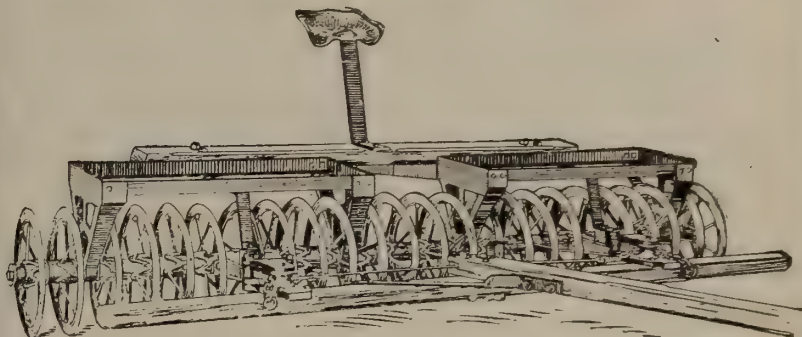
A fair amount of progress is reported by the Dominion Forestry Branch in this season's work of collecting statistics regarding the use of wood in the various wood-working industries for the past year (1909). Some thirty-three per cent. of the total number of schedules have so far been returned.

The number of responses received from the different industries varies greatly. Manufacturers of agricultural implements, furniture and veneer head the list in returning the schedules sent to them, while the lumber manufacturers rank rather low in this respect. A number of pulp manufacturers also have still to report. Steam and electric railways occupy an intermediate position.

"What's the difference between a vision and a sight?"

"A girl at a party is a vision. Coming out of the water—gee!"

Fulton's Improved Sub-Surface Packer



Fulton Improved Sub-Surface Packer
(Patented June 29, 1909.)

The 24 wheel size is 12 feet in length and weighs 2,300 lbs. Wheels are 26 in. in diameter. Rim is 3 3/4 in. deep. Note the Weight Boxes, for loading the machine to suit different soil conditions. Look at the hitch. A close hitch makes a light draft.

Modern Methods

This implement has been specially designed with a view to meeting the requirements of up-to-date, scientific farming. After many years of experimenting in the field and laboratory, it has been conclusively proven that the ideal seed bed is that where a close connection is maintained between the loose soil particles and the solid earth beneath the furrow.

Conserve Moisture

The **FULTON SUB-SURFACE PACKER** penetrates to the full depth of the furrow, compresses and crushes down the soil and thus ensures capillarity, or in other words, allows the moisture of the deeper strata to rise to the level of the young plant roots.

Avoid Drifting

The action of the wedge shaped wheels is highly beneficial in preventing the soil from blowing, for their effect is to leave a series of depressions having smooth, firm sides. Such a surface offers far greater resistance to the high winds of the prairies than does a soil which is merely pulverized to a loose dust.

Money for Dealers

You can make no mistake in offering your trade an up-to-date, scientific implement, which will increase crops and make satisfied customers. Write for further particulars.

THE FULTON HAS MADE GOOD.

Western Farmers endorse it.

Sold exclusively by:

Canadian Moline Plow Co.

WINNIPEG.

BE CAUTIOUS WHEN BUYING A BUSINESS.

Here is some helpful advice to those going into business. It hardly seems necessary to warn people to investigate thoroughly before buying, but in view of the number of changes in the implement trade one cannot help thinking that some of the propositions which are turned over regularly every few months must be worthless, either from previous bad management, too much competition, unsuitable location or other causes. Farm Machinery says if we followed the suggestions of the want ad. pages, we would imagine that about all one had to do was to buy some of those stores which others were leaving "for their health" and immediately become wealthy. Some of those "business chances" are truly so—for the seller, but they are a frost for the buyer. They are people who get into a place and buy out a store that is dead. They spend a few dollars and get up

a few special sales, etc., and while the thing is on the boom they close it out to the most likely sucker that appears. Strangely enough, there are plenty of them waiting for the hook and bait.

One of the favorite plans is to affect immediate need of cash, so as to close the sale before you can investigate. Sometimes it is a consumptive mother or proprietor, who needs the money to carry out the doctor's orders, and sometimes it is extensive mining interests, which require all the time of the owner. In any case, the game is the same—get the money, or part of it, so the buyer cannot back out.

Now, if you want to buy a store, the best way is to pick out your store first, before the owner knows anything about it. That is, if you want a going one. Then call and conduct a straight and above board sale of the property, and start in right where the other fellow left off. If you are going to buy some of the advertised properties, remember that all they tell you may be stretched somewhat, and a part of it is sure to be.

Many advertise their stocks as being fresh and new when they have goods therein which have not seen the light of day for five years. Of course, this is only a trifle, but such stocks seldom inventory at 50 per cent. of the original valuation set on them by the owner.

Don't let them hurry you.

When you think you are getting in right, get an option on the store for two or three months and watch its sales carefully. There is nothing to hurry you if you want to succeed, and if you do hurry you may lose all you have in the world. Talk with the townspeople and with the houses from whom he buys goods. Get among the order clerks in the jobbing houses, etc. Don't always take the word of the top notchers, for they often don't know as much about the details of such things as some of the lesser employees.

Talk with real estate men about the price and get some other person besides yourself to look the stock over. In your enthusiasm you might overlook something that might be noticed by a man who was not interested in buying. And, above everything—don't hurry. The owner ought to do the hurrying, and you should let him come after you. If he don't come around right, go over and find fault with something, and he will likely follow you up.

Watch the lease, the mortgage, the rent, the location, the heating, the lighting contracts, the frontage and sidewalk privileges, and all other things that

you would want watched for yourself. Then, if you are sure you want the store, arrange to pay part cash down and the balance in installments, if the store proves to be what it is claimed. This gives you a chance to get out or save some money of your own, in case you get stuck on something.

Arrival of the Cruiser Niobe.

The pioneer ship of Canada's navy arrived at Halifax, Oct. 21. By a happy coincidence the arrival and official welcome of the flagship fell on the anniversary of Nelson's victory at Trafalgar, and the harbor presented a gay scene of fluttering bunting as the war vessel dropped anchor in her new home to the roaring of guns. On the quarter deck of the Niobe the officers and men were officially welcomed to Canada, and the ceremony was inspiring. On either side of the quarter deck were lined the officers and men of the ship, some five hundred in all. On the raised part of the deck between two large six-inch quick-firing guns was the table on which stood the silver service presented to the Niobe by the Province of Nova Scotia. Behind the table stood Hon. L. P. Brodeur, Minister of Marine; Admiral Kingsmill, Commander Macdonald, A. K. Maclean, Hon. C. P. Chisholm, Mayor Chisholm, Lieut.-Governor McGregor and a host of other prominent citizens and public men.

The addresses of welcome were couched in terms of warmth and eloquence. Hon. Mr. Brodeur welcomed the Niobe and her crew on behalf of the Government of Canada, and in the course of his address said:

"This event tells the story of a dawning epoch of self-reliance. It proclaims to the whole British Empire that Canada is willing and proud to provide, as rapidly as circumstances will permit, for her local naval defence and to safeguard her share in the commerce and trade of the Empire."

The Niobe is a first-class protected cruiser of 11,000 tons, length 460 feet, speed 21 knots. She carries 16 six-inch guns, 14 twelve-pounders, 6 three-pounders and two Maxim guns. She has also three torpedo tubes.

Agriculture in Alaska.

By Jos. A. Arnold, United States Department of Agriculture.

Would you care to run a truck farm with strawberries selling at \$1.25 to \$2 a quart, cucumbers \$2 to \$5 a dozen, celery 50 cents each, tomatoes 50 cents to \$1 a pound, and other products at proportionate prices? Or would you prefer general farming, with a few pigs and chickens as a side line, with hay sell-

ing at \$60 to \$100 a ton, hogs 30 cents a pound, young pigs 75 cents a pound, and eggs \$2 a dozen?

These prices are received in Alaska under favorable market conditions, but the prospective settler should consider the difficulties and expense of farming as well as the high prices of his products.

Alaska is not generally given much consideration from an agricultural standpoint, and yet, despite the rigorous climate, a large variety of grains, small fruits and vegetables are being successfully grown. Experiments are being made with tree fruits, but the results thus far have not been very encouraging. The work conducted by the Government with grains at the Rampart Experiment Station has been an unqualified success. Varieties of nearly all grains have been found that grow well.

A cattle-breeding station at Kodiak is working to develop the milking qualities of Galloway cattle, as they are the most hardy and best adapted to the climate. It is believed that this will be accomplished. The object will be to furnish hardy, acclimated cattle to settlers in the country at a price not higher than the cost of taking them from the United States. The coast region is well suited to the raising of cattle.

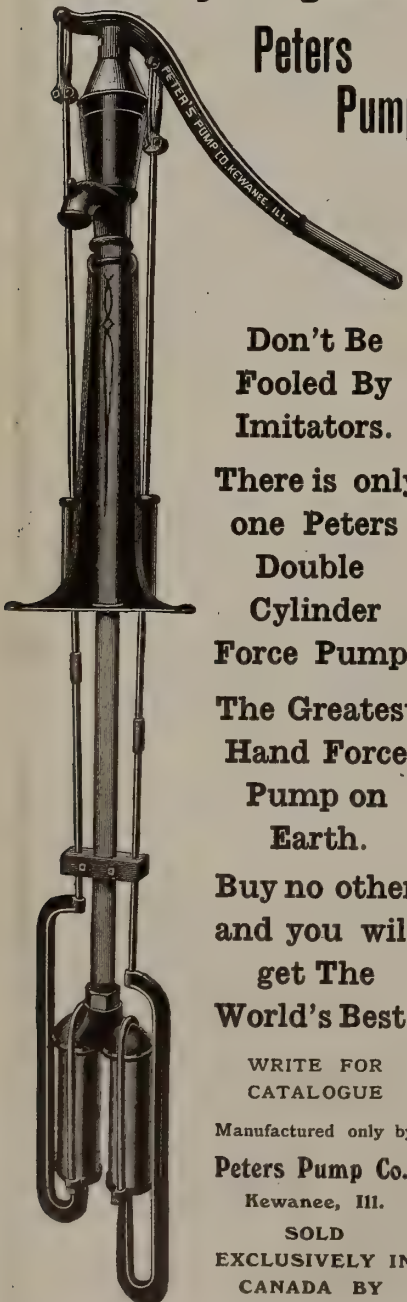
There are several successful farmers in the vicinity of Fairbanks, some of whom are general farmers and others are running market gardens. While they are meeting with some failures of parts of their crops by frosts and colds and wet summers, yet they are learning by experience to overcome many of the discouragements of the climate.

The climate shows a wide variation, from 90 degrees Fahrenheit at Rampart, on the Yukon river, in July, with an average for the month of 63 degrees, to 69 degrees below zero at Fort Egbert, near the Klondike gold fields, in January, with an average for the month of 40 degrees below zero. The coast towns are mild for that region, neither Sitka nor Kodiak reaching zero during 1909, while Juneau only reached 5 degrees below in January, with a daily mean for the month of 14.15.

The Annual Report of Alaska Agricultural Experiment Stations for 1909 has just been issued by the U. S. Department of Agriculture and is for sale by the Superintendent of Documents, Government Printing Office, Washington, D. C. It gives a complete report of the work being carried on at the four experiment stations, together with extracts from letters written by growers showing results with different seeds furnished by the stations.

The Only Original

Peters Pump



Don't Be Fooled By Imitators.

There is only one Peters Double Cylinder Force Pump.

The Greatest Hand Force Pump on Earth.

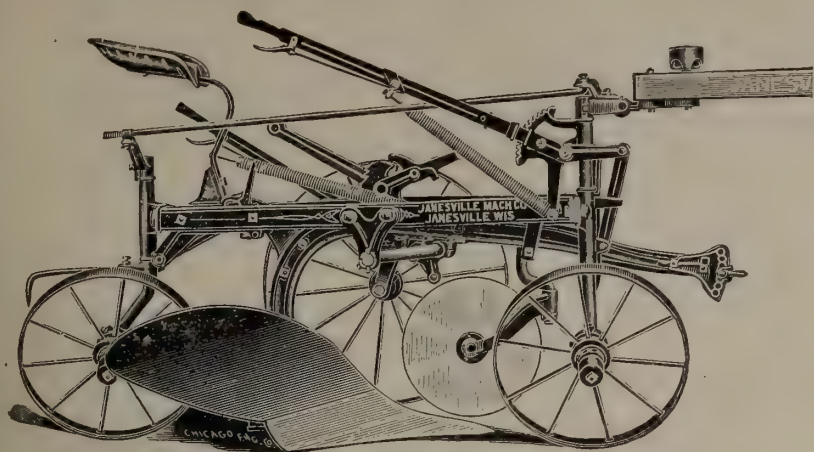
Buy no other and you will get The World's Best.

WRITE FOR CATALOGUE

Manufactured only by Peters Pump Co., Kewanee, Ill.

SOLD EXCLUSIVELY IN CANADA BY

Tudhope, Anderson & Co. Ltd. Winnipeg, Regina, Calgary, Saskatoon



Janesville Sulky Plow

Janesville Riding Plows

The original single bail plow, combining high lift, foot lift and horse lift in one patented device which has never been approached by other makers for ease of operation, and good work.

JANESVILLE PLOWS have many Superior Features

All bottoms and shares of the same size are interchangeable.

The Janesville self-levelling device holds the heel of the plow up until the point has reached the proper depth, then allows the heel to drop to normal position.

The foot lift is attached to the bail, not to the beams. This prevents pulling against a centre and permits lifting of the plow to a much higher point.

The bottoms are balanced between two springs, thus giving a very easy lift, and being hung on a single bail, they are almost absolutely independent of the frame.

Janesville Hallock Weeder successfully cultivates all Crops.

The Janesville Machine Co., Mfrs. Janesville, Wis.

SOLE CANADIAN AGENTS:

THE AMERICAN SEEDING MACHINE CO. (Inc.)

WINNIPEG

MANITOBA.

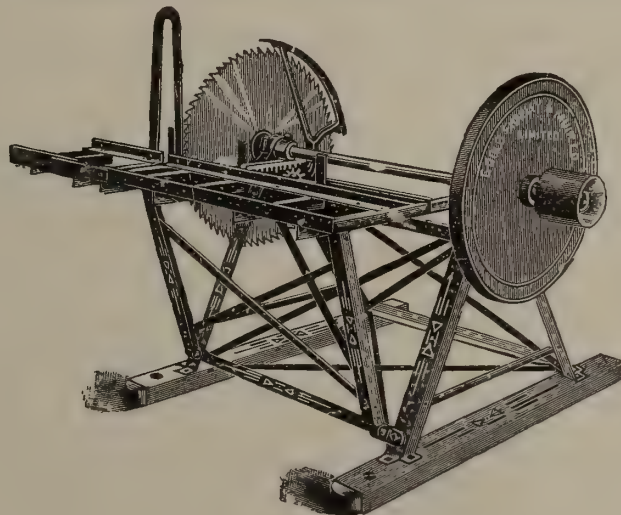
IDEAL Gasoline Engines and Windmills

Maple Leaf Grinders, Brantford Steel Frame Wood and Pole Saws
Iron Pumps, Wood Tanks, Concrete Mixers, Etc.

Thousands of these
Grinders are in use
giving the best of
satisfaction



Maple Leaf Grain Grinder



Steel Frame Wood Saw

Also built with pole attachment with balance wheel
placed so that any length of pole can be handled

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FACTORY: BRANTFORD

230 PRINCESS STREET, WINNIPEG

Is the Manufacturer A Villain

In our opinion he is not. There are those who feel nothing but rancor and envy for the heads of great industries, who silently curse them as they flash by in fine equipages. This class of individual is usually not sufficiently gifted with brain power to realize that there is another aspect of the case, and we think the most important to the masses—that is, the employment provided for thousands, hundreds or thousands, by the enterprises which are conducted by manufacturers.

Commenting on the attitude of tariff reformers, as expressed by the daily press, Toronto Saturday Night says editorially:—

"Why should the manufacturer always figure as the villain in the piece? One asks this question after having perused during the past month a hundred or more editorials on the subject of tariffs and reciprocity which have been published in various parts of Canada. The general tone of such editorials is that the manufacturer is a party to some sort of conspiracy to rob the consumer, and the dictum of the free trade doctrinaire invariably places him beyond the pale of consideration. Now, one has no intention of entering into a discussion of the pros and cons of free trade. It is a doctrine with as many ramifications and phases for academic consideration as that of transubstantiation. But one does propose to say a word in behalf of the manufacturer as he figures in the history of Canada. Thirty-five years ago there were those who believed that this country was destined for ever to be an agricultural community. Because the Hebraic patriarchs happened to be agriculturalists who played their game craftily as Jacob did when he wanted to get a share of Laban's sheep it has been assumed that there was something sacred in the calling. When, however, the National Policy brought Canadian manufacturers into being, Canada entered a new phase. Her cities commenced to assume the outward aspects of a wealthy civilization. Her smaller towns became transformed from cross-road depots of exchange into centres of industry, with all the social and civic life that centres around industry. The successful manufacturer (and by him one means the practical man and not the promotion agent and the merger expert) is the captain-general of an army great or small. His brain directs the operation of his army, and on its efficiency depends not only the quality of the output which shall supply the needs of others, but the sustenance, well-being and livelihood of the homes which grow up

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

Established in 1904 and Published Monthly by

Canadian Farm Implements, Limited

F. D. BLAKELY, Manager
Telephone Main 518

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WINNIPEG, CANADA

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Member Western Canada Press Assn.

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WINNIPEG, CANADA, NOVEMBER, 1910

around an established industry. The weekly pay envelope is in almost every case the sustaining force of a home, or at any rate of a home that is to be. The Canadian manufacturer who has guided his business through the troubled waters of trade for a quarter of a century has been a hero. If he has any hair left on his head it is probably prematurely white. He has had his dark days, his bad years; his struggles with the banks; his encounters with the inexplicable phenomena of hard times; and his sickening sense of defeat when face to face with the problem of over-production. If he fails in business it means temporary loss of livelihood to more than the population of two rural townships. When he is compelled to lay off his men it is a catastrophe. His family and he may enjoy many luxuries, but he has assuredly earned them with every fibre of his system. In the army of men who from 1878 onward, have engaged in the struggle to make Canada something more than a pastoral community there have been as many wrecks as there have been successes. Failing or victorious, the manufacturers who have been the creators of our cities deserve something better than the contempt that is bestowed on them in this reciprocity discussion. An editorial one read recently suggested that the Canadian Manufacturers' Association in its opposition to reciprocity wished to prevent the Canadian farmer from getting better prices for his products. It will surprise the city man to learn that the farmer is getting so little for his labor. One can buy manufactured goods as cheaply to-day as

one could a decade ago, but the prices of food have doubled and trebled. The city man is asked to applaud some measure of reciprocity which will no doubt further increase the cost of living, just because the agriculturalist is the traditionally sacred personage, and the manufacturer, in the distorted concept of the fiscal doctrinaire, is ever the villain of the piece.

Stick to the Facts.

Dealers cannot be too careful when asked to give a statement of their financial position with a view to obtaining credit from wholesale houses. It is a great mistake to imagine that the latter have no means of verifying the dealer's account of his affairs, for, owing to the systematic and widespread ramifications of various Credit Associations, mercantile agencies, etc., the liabilities of almost every merchant is known to a dollar, and any wide departure from the truth when giving particulars as to assets, liabilities, etc., is likely to land the dealer in an uncomfortable position, where he will find it extremely difficult to secure the agency for a reputable line of machinery. The consequences of false statements in any connection are too obvious to call for recapitulation, but loss of business, loss of money, and loss of reputation are the inevitable portion of the man who mixes lies with his business in any shape. While on this subject we should like to remind dealers that their bookkeeping methods and general style of doing business will come under a

close scrutiny when they seek to make contracts with the great implement houses, and on the results of this investigation, taken into consideration with other details, a good deal will depend. It is only natural that a clean, neat, well-kept set of books showing the position of the business right up-to-date, should go a long way towards determining the attitude of the second party in a transaction involving credit.

On the other hand, an old exercise book containing a scribbled record of the business done, gives the impression that the proprietor is careless and slovenly, and these indications of character are generally right.

Failures in Business.

C. H. Newton, provincial official assignee, recently addressed the Canadian Credit Men's Association on improved methods of business. In the course of his address he touched on the pleasing fact that there is a large decrease in the number of failures in Western Canada. "The failures," he said, "that have come into my hands in the past five months (and I believe I get the most of them), are 27 per cent. less than they were during the same period last year, and the liabilities are about one-third less.

"I have been many years in the assignee business. My records go back about twelve and a half years and I find that covering that period of time, there were 653 assignments that came through my office. Of these 492 estates had total liabilities amounting to \$6,233,854, or an average liability of \$12,670. On these estates the average dividend paid was 32 1-5 per cent. Only five estates paid 100 cents on the dollar. The total liability of the 653 estates I have mentioned was \$8,165,854.

"Thus, you have got a liability here, caused not only through ordinary reverses which are liable to take place in any country; but largely through an improper system of credit-giving and supervision, of over eight million dollars. The total amount paid in dividends on these estates amounted to \$3,139,483. The rest was lost. That is what want of supervision of credit-giving and general reverses have cost the commercial community doing business in the West in the last twelve years.

"As regards the causes of failure: This I also went into very carefully. Lack of capital was, in connection with these liabilities, the cause of 61 per cent. of the total loss. I have a case in my hands where a man who went out and started in business with \$2,000 spent about \$10,000 on buildings, including the orig-

inal store, a branch store and a bank." That, gentlemen, was why he came to me. The cases where parties had purchased goods with the sole object and purport of never paying for them, which came into my hands, were about 13 per cent. of all I handled. Some of these men had started out after money, and had incurred heavy liabilities. Two of them alone ran over \$100,000.

"But, I repeat, 87 per cent. of the men who fail are to all intents and purposes honest men, and their failure is due to incapacity or misfortune."

The Implement Dealer a Benefactor.

The implement dealer is in business first and foremost to make money for himself and family, and thus to better his position socially and financially. It is doubtful if he ever gives very much consideration to the relation of his particular line of industry to the welfare of the community. But it is a fact that the implement dealer provides the means to solve a problem which has confronted the nations ever since man first scratched a furrow in the earth. Naturally, all the credit is not due the retailer; the manufacturer, the wholesaler, the jobber—each contribute their quota to the enterprise which finally provides the farmer with the most modern and up-to-date machinery for working the land. Looked at from this point of view the implement man is one of the benefactors of humanity, for by his assistance the production of food-stuffs has been many times increased. Under the most favorable conditions, a nation which does not use modern, labor-saving farm implements is a long way behind in the scale of civilization and a partial crop failure at once brings famine very near. In past ages hunger and disease were terribly frequent as a result of the inability of those who tilled the soil to raise sufficient crops. At the present time famine is only known in those unenlightened and ignorant nations where modern farm implements have not been introduced.

To increase production and at the same time lessen labor—that is the secret of progress as exemplified in mechanical methods of soil cultivation, and the implement dealer has reason to be proud of his part in contributing to the betterment of humanity.

Get Acquainted.

Implement dealers should make a very strong point of getting personally acquainted with

the farmers in their territory. It is almost impossible to be on friendly terms with every one, but it is possible for most dealers to widely extend the circle of their friendships. To make friendships it is necessary to have something in common with your proposed friends, something of interest to talk about, to those who make agriculture their life work. Therefore every dealer should be well posted on such subjects as local soil conditions, the best crops to cultivate and the best methods of working them to insure a good yield. In fact the dealer ought to have a first class all round knowledge of farming as it should be carried on in his territory. This knowledge, of course, includes all there is to know about farming tools, and also such details as the cost of production and market price of the various crops. A large percentage of implement dealers have farmed at some time of their life, so that it should be easy for them to keep well informed on the different phases of agriculture. Given this useful knowledge, the dealer, to make the best use of it, should become a persistent and consistent advocate of better farming methods, and he can hardly choose a better subject of conversation, or one more interesting to an intelligent farmer. From a business standpoint the dealer is greatly benefited if by his eloquence he can bring about an increase in the productiveness of the land, for, the greater the crops, the more machinery needed in their cultivation, harvesting, etc., and the better will the farmer be able to buy machinery.

Hudson's Bay Railway.

On November 1, the following resolution was submitted to the members of the Winnipeg Board of Trade:

Whereas the Dominion Government has by legislation provided for the sale by way of pre-emption, and otherwise, of land, the proceeds of which were to be set aside for the purpose of construction of a Railroad to Hudson's Bay;

And whereas the Minister of the Interior in introducing the Bill providing such legislation stated it was as a means of insuring the early completion of the Railway to Hudson's Bay, and the Prime Minister and the Minister of Railways have since stated that it is the intention of the Government to provide for the immediate construction of such Railway;

And whereas under that provision land has now been disposed of representing an amount of over Twenty-one Million Dollars, exclusive of interest;

Therefore be it resolved that this Board desires to place on

record its gratification that the wishes of the Western Provinces, in the opening out of the Hudson's Bay Route, are now to have effect. And further, to place on record its opinion that the full benefits to Canada of the opening of this alternative route to the world's markets will be secured only if the Government builds this Railway as a National work, and retains its ownership in perpetuity, and that whether such Railway is operated by the Government itself under independent Commission, or whatever methods are adopted, that they should be such as to make the highway equally available by all Canadian Railways, and would provide reasonable and under such arrangements as satisfactory rates from the point of shipment to tide-water on the Bay, and under conditions subject to the immediate control of the Government.

One Man is Building Railroad.

There have been several notable instances in which the capital of one man has built a railroad, but this is the first time on record that one man has set out not only to furnish the capital for a railroad, but to actually do the work of building it alone.

The road is expected by the builder to extend the 54 miles between Jetmore and Garden City, Kansas, and its owner is Rudolph Meyers, who has for his only helpers a team of mules. This combination of two mules and one man has toiled on the line for 18 months, and in that time accomplished only two miles of grading. But the two miles is through the roughest part of the country. Some of the ridges that Meyers had to level were as high as 50 ft., and the ravines that had to be filled were deep.

This man, the strangest railroad pioneer of the west, has not as yet sought to interest capitalists, nor uttered a word about bond issues. It is said that he has not even taken anyone into his confidence.

Freight Classification.

The Shippers' Section of the Winnipeg Board of Trade made objection to certain clauses in Canadian Freight Classification some time ago, and the Board of Railway Commissioners have sustained the objections referred to, ordering that churns be retained in the Hardware, Wood-ware and Agricultural Implements lists at 6th class rates—carloads; also that 6th class rate be continued on elevators and parts, in mixed carloads.

The Canadian Railways proposed to advance both of these items from 6th to 5th class rate.

Personals

T. Henry has opened an implement business at Alsask, Sask.

S. W. Cole, implement dealer at Bruce, Alta., has gone out of business.

Waldie Bros., implement dealers at Bruce, Alta., have dissolved. J. Waldie continues.

W. G. Kells, implement dealer at Carstairs, Alta., has discontinued.

G. S. Johnson, implement dealer at Gadsby, Alta., has sold to H. O. Bessey.

T. E. Baker, implement dealer at Cupar, Sask., has been succeeded by W. G. Boomer.

Scharff & Co., implement dealers at Hartney, Man., have sold a half interest to A. T. Foote.

Kohlruss Bros., implement dealers at Southey, Sask., have sold to Brown Bros.

B. J. Lloyd, implement dealer at Viscount, Sask., has sold to C. Knutson.

Albert Pate has started business as an implement dealer at Wawota, Sask.

Turnbull Bros., implement dealers at Wilkie, Sask., are opening a branch at Luseland, Sask.

Anderson & Paulson are reported as successors to the implement business of J. E. Bevan & Son at Claresholm, Alta.

Fuson & Blair, implement dealers at Stettler, Alta., have dissolved partnership. Blair continues.

J. M. Madison, implement dealer at Canora, Sask., is selling out to J. F. P. Barschell, possession Jan. 1, 1911.

F. Cooper, chief auditor of Deere & Co., Moline, Ill., paid a visit to the Winnipeg branch about the middle of October.

J. S. Hunter, implement dealer at Pipestone, Man., has been succeeded by Campbell & McKenzie.

T. Rasmussen, selling implements and hardware at Quill Lake, Sask., is selling out to B. Welbank.

The Ross Lumber Co., handling lumber and implements at Unity, Sask., have opened a branch at Salvador, Sask.

M. J. Beatty, manager of Beatty Bros., Fergus, Ont., is spending a month in Western Canada looking after the business interests of his company.

H. V. Bauslaugh, of the Heney Carriage & Harness Co., of Winnipeg, has just returned from a three months' trip through the West. He reports business exceedingly good.

W. F. Davey, implement dealer, of Creelman, Sask. paid a visit to Winnipeg. He reports that

crops in his district were very fine and business good, with very encouraging prospects.

Joseph Maw has been confined to his bed with an attack of bronchitis and asthma. We are glad to report that he is progressing favorably and expects to resume his wonted activity in a week or ten days.

E. Ellwood and H. P. Hansen, managers of the Winnipeg branch of the Empire Cream Separator Co. of Canada, have just returned from a convention of managers of the Empire Co. at Chicago. The proceedings occupied ten days.

Norman I. Milliken, superintendent of the Janesville Machine Co., Janesville, Wis., spent a week in Winnipeg with S. S. Bean, manager of the American Seeding Machine Co., which handles the Janesville products in Western Canada.

Robert Sylvester, president and manager of the Sylvester Mfg. Co., of Lindsay, Ont., has just returned home after spending a couple of weeks in Winnipeg. While here he completed arrangements with the Tudhope-Anderson Co. to handle his line of grain drills and gasoline tractors for the coming season.

B. Bell & Son Co., of St. George, Ont., manufacturers of feed cutters, land rollers, horse and tread powers, pole saws, etc., have removed their Western office from 447 Main St., Winnipeg, to Room 416 Old Grain Exchange Building, corner of Princess St. and Elgin Ave., Winnipeg.

At the Canadian National Exhibition held in Toronto, August 27th to September 12th, the Aspinwall Mfg. Co., of Jackson, Michigan, who have a Canadian Branch at Guelph, Ont., were for the second time awarded Bronze Medal on their exhibit. This firm manufactures Potato Machinery exclusively, and their machines possess a world wide reputation for merit and worth.

The Gray Campbell Co., of Moose Jaw and Winnipeg, have just let the contract for the erection of a brick and stone building at Saskatoon, 125x50 feet, 4 storeys high, to be used as offices, show rooms and warehouse.

At Edmonton, a building 100x50 ft. and 3 storeys high, to be used for the same purposes, is under construction.

Additions are also to be made to the Winnipeg building, and the

fact that the company is now in occupation of the Moose Jaw building, 90x50 ft., 3 storeys, together with the above extensions, will place them in good shape to take care of their rapidly expanding Western business.

Fine Crop on Portage Plains.

Notwithstanding the drouth of the past season, there have been some remarkably fine crops harvested in the prairie provinces. A notable instance is that of McMillan Bros., of Westbourne, Man., who secured almost 70,000 bushels of wheat, oats, barley, and flax from an acreage of 2,200. Of the land under cultivation, 1400 acres was new, and the potato crop was the most prolific, 23 acres producing over 5,000 bushels, or an average of 217 bushels per acre. The wheat crop ran 20 to 24 bushels per acre and totalled 24,000 bushels. Oats yielded well, running nearly 60 bushels to the acre, and the entire oat crop was 28,000 bushels. The barley yield was very satisfactory, much of it averaging 50 bushels to the acre and the total being 16,000 bushels. The flax crop was fair, the average being 12 to 14 bushels, and the entire yield being 1,500 bushels. At present prices of flax, however, the crop is a most profitable one. In addition a fair crop of corn for stock fodder purposes may be added to the total. At prices prevailing this fall the entire crop would easily market at over \$40,000, indicating the wonderful wealth producing qualities of the soil.

It is interesting to note that a portion of the farm of 1,400 acres or more was a very few years ago considered, as was all the land in that district, almost valueless, and even eight or ten years ago land in that vicinity could be purchased for about a dollar an acre.

It requires brains, energy, men and machinery to successfully conduct farming on a scale similar to this and all the latest approved methods are adopted on this farm. The traction engine for plowing, threshing, etc., is in general use, and the company have a large outfit of plows, seeders, binders, threshing machinery, etc. This crop probably forms the individual record for Manitoba.

Electricity on the Farm.

Last year one of the largest machinery houses in America began a systematic canvas among farmers in the interests of electric light power. This great concern has tens of thousands of salesmen, who reached nearly every hamlet in the country. These salesmen, of course, do not profess to be electricians, but the literature they carry is so skillfully prepared that they can estimate on almost any kind of installation a farmer desires. Gas, or gasoline engines are usually installed, and these drive dynamos with a storage battery for reserve to supply electricity needed for lighting, and also to run motors for feed-cutters, corn-shellers, pumps, grain conveyers, and other machinery used at farm headquarters.

A good example of what may be done is shown on a large farm in De Kalb County, in Northern Illinois. Here a gas producer is installed, with a gas engine and dynamo. A pole line distributes current to about 150 lamps, some of which are tungsten. Two electric motors drive various machines at headquarters: a third motor runs a washing machine at the house. A storage battery of 32 cells supplies electricity at hours when the plant is shut down. The owner has a private telephone line and a burglar alarm service. Furthermore, he uses gas from his producer plant as fuel under his steam heating plant in his house. He intends to introduce pneumatic cow milking devices, operated by electricity, and finds that he is well repaid for the interest on his investment and its operating cost, in the advantages and conveniences of electricity. He uses anthracite pea coal in his producer, and about two bushels a day are enough. One man operates the plant, with considerable time for other duties.

King of the Millionaires.

Lincoln Steffens in Everybody's.

"Wall street never could have got together under Harriman or Rodgers," said a very astute broker to me. "These men never drew an unselfish breath. Oh, they did kindly little things, but they never took a public view of a large public question. The rest of us play

for ourselves or for our crowd all the time. Is there a panic? Good. We go short, drive prices down; spread the alarm, help the panic along. Of course. That's our business, and our business is all we can see. We can't grasp an interest bigger than a pool, and neither could Harriman or Rogers; and neither can William Rockefeller.

"Morgan can, and that's why he dominates. He may start a break. He has done it for a petty, particular, personal purpose, too. But when the break becomes a panic and the thing has gone so far that he and everybody else seem to be going to smash, then 'J.P.' can rise above himself and his bank and his crowd. He can act for the common good."

"The common financial good," I corrected.

"Certainly, the good of Wall street; the common interest of the financial world. But that's all the world to him. Personal, passionate, domineering, brutal, he lives in a world of his own, but he cares for his world. He may abuse it himself; loving the game, he may let others abuse it, but he won't permit it to be used up. That's his distinction among his peers. He sees that we must not kill the geese that lay the golden eggs. Not much to see? No, but very few of us see that; very few; and whenever he and the rest of us have nearly killed the birds; when we have wrecked railroads, put the banks on the run, and carried a panic to the verge of universal disaster, Morgan calls a halt. And we halt. He honestly, ably, magnificently applies all his moral power and all his brute force to the tender task of nursing the geese back to life, and we—well, we carry bandages and wait upon the nurse. For when he does that, we all know that he will not then "do" anything or anybody else. We know it, you understand. We have faith in him then. There is no other man known to us who might not, at the last moment, cut the gizzard out of the gander and cook and eat the whole flock. But if Morgan says he won't he won't. So we follow him. We do what he says. He makes us. He is harsh, and it hurts. During the last panic we got it straight down here that Morgan took two trust company presidents, and, in the privacy of his famous

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Steam Plowing Engines, Threshers,
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library of rare books, knocked their heads together. Physically, you understand."

"That's denied." I objected.

"Oh, yes, it's denied," he said. "Sure. Everything is denied down here. I got it from a man who saw it, but what's the difference? Figuratively, it is true, and that's worse. I think no liar will deny that figuratively he takes bank presidents and railroad presidents and kicks them as he wouldn't dare to kick an office boy. And they let him. We all do. Why? Because he's fair, fierce, and a brute, but square. And that's why he can rule when he wants to; and that's why I think nobody else ever can."

Growing Corn in Saskatchewan

The Prince Albert Times of September 8th prints the following letter from a correspondent, which will be of interest to experimenters in corn culture in Western Canada:

"We read a great deal about the Cherry wheat, or rather the wheat grown by a farmer of that name, and we all feel justly proud of his success, but it is an old established fact that Saskatchewan and Prince Albert district in particular can't be beaten as a wheat raising district. But there is another species of corn,

which appeals to the genuine American, far more than wheat does, the very mention of which causes him to prick up his ears, and that is Maize—or Indian Corn—and once they understand that this kind of cereal can also be grown to perfection in the neighborhood of Prince Albert, the inrush of American settlers will begin. Perhaps Sir, you will be surprised to hear that Indian Corn is being grown to perfection and at a profit by an enterprising farmer in this neighborhood, who came to this country a few years ago from England. I'd like to emphasize the last two words, 'from England!' The gentleman this has reference to is Mr. Head. He has acres of corn growing this year, some is already cut. This year's crop is about 7½ feet high. Last year, when we had more rain, it averaged 9½ feet. Some of the growing crop was sown with corn he ripened last year (Patterson corn introduced by the Manitoba Free Press), but as it only takes half a bushel to seed an acre, the cost would not be much, supposing the seed had to be imported every year. As I approached the field of standing corn yesterday, I could not for the life of me make out what it was I was coming to, not having learned before that corn was being grown so extensively. As a fodder there is nothing to equal

it. The flag is four inches broad and 22½ inches long and there are some dozens of these on each stem. Mr. Head informs me that last year's crop produced 12 tons to the acre. One thing is certain, that corn will thrive in a dry season when cereals will fail. As a proof of this Mr. Head drew attention to a field of oats, in stook, and compared it with the field of corn. The land was practically the same, with no difference in the cultivation. The oats will not give one load to the acre, straw and all, whereas the corn will give many loads. If only for the sake of fodder, farmers will do well to cultivate eight or ten acres of Maize every year."

Mistakes.

A great deal of business is lost to implement dealers through "mistakes." It is the frequency of errors on the part of the local dealer which prompts a number of farmers to patronize other concerns. It is no good apologising after the mistake is made. It is better to eradicate the possibility of mistakes occurring. This can be done with a little care, for mistakes do not "just happen"; they are the effect of a number of causes and the removal of the cause will

mean the non-appearance of the effect. A contemporary gives the following as the chief causes of error, at the same time pointing out that the ounce of prevention may be applied by their careful consideration.

Carelessness, inattention and superficial interest.

Laziness—not being willing to take the trouble.

Accepting appearances as facts without investigating.

Impulsive decisions not well thought out.

Lack of foresight and preparation.

False economy and desire for gain.

Lack of tact and thoughtfulness.

Depending on those not properly instructed.

Overconfidence and exaggerated hopes.

Just think about those which affect you most and remove the source. It will be to your benefit.

The person who would receive compensation for doing right would do wrong on the same basis.

The consciousness of doing good to others greatly enhances the delight of our hours of relaxation and repose.

Sub-Surface Packers

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Circulars
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Prices



Stocks
Carried
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Leading
Centres

The demand for this Packer is larger than ever for 1911, owing to the results obtained from its use in the dry season of 1910.

STOCK THESE GOODS EARLY as your customers will want them. Improved in many ways over 1910.

Finished better than ever. The only Sub-Surface Packer of sufficient weight to do thorough work under all conditions.

Brandon Implement & Mfg. Co. Ltd.
Manufacturers, Brandon, Man.

Hauling Grain in Australia

Many of the best wheat-growing districts in Australia are remote from the railways, and consequently farmers in such districts have to team their grain considerable distances. Most of the main roads in Australia are macadamised and are kept in fairly good repair by the State Governments, and farmers are able to haul large loads over them. The average wagon load of wheat, wool or other farm produce is about 12 tons, but there is a good deal of rivalry between farmers in the different States as to who will haul the largest load to market. A new Australian record was established recently by Mr. Thomas Irish of Mallala, S. Australia, who hauled a load of wheat from his farm to market consisting of 250 bags of 200 lbs. each, equal to about 830 bushels, or 25 tons. The wagon on which the load was hauled weighed 4 tons, the wheels were shod with 8 in. tires, and was drawn by ten horses.

Agriculture in Ceylon.

U.S. Consul William C. Magelssen, of Colombo, furnishes the following report on farming in Ceylon:

"General farming is practically an unknown enterprise in Ceylon. In the early days of the British occupation the European population was too small and widely scattered to induce any capitalist to embark on such a venture. Every available acre of land was planted in coffee, and such subsidiary source of profit making as general farming was never seriously thought of. Tea succeeded coffee as the chief industry, and the new capital that flowed into the island was all invested in it. Tea is still a great industry, but a greater has sprung up in rubber, and with two such profitable openings for capital it is not surprising that farming has failed to attract the attention it deserves.

"To commemorate a royal visit in 1870 a wealthy Singhalese philanthropist donated 100,000 rupees (\$32,442) to open a model farm. The governor made a grant of land in Colombo for the site of the farm and appointed a committee to arrange the lines on which it was to be worked. Cattle, sheep, and pigs were imported from Europe, substantial buildings were put up and for a time it appeared that the model farm was going to be true to its name. But the experiment, it appears, was based on wrong lines. The site was altogether unsuitable, being subject to periodical inundations. The upkeep of the farm swallowed all the available money, the venture went from bad to worse, and finally a severe flood carried off all the live stock, damaged the buildings, and

brought the experiment to an end within a few years.

"General farming in Ceylon on sound business principles will return a handsome profit. It could rely for its success chiefly on the raising of live stock and the supplying of eggs, butter, and milk to the Colombo hotels and the well-to-do residents, both European and Ceylonese. If vegetable and fruit farming can be worked in conjunction with it, so much greater will be its chances of success."

India Has Harvested a Record-Breaking Wheat Crop.

The official estimate places this year's total area of wheat in India at 27,765,500 acres, which is 6.6 per cent. above the return of the previous year, and a fraction more than the average of the preceding five. The total out-turn is estimated at 9,557,000 tons, an increase of 25.9 per cent. on the last crop and 15.2 per cent. above the mean of the previous five seasons. Reduced to United States measurement, this means a harvest of 316,600,000 bushels, or 80,000,000 more than the harvest of last year in that country. The London Economist, in commenting on this, says that, owing to the returns not embracing large tracts of country under native rule, it is more than probable that the area and yield shown do not account for more than three-fourths of the actual quantity of wheat grown in India, but for comparison of the present crop with the returns of the more recent ones, these returns are instructive. Attempts have now been made for five and twenty years to estimate the area and yield, and, with a single exception, the present crop is the largest which India has produced.

Declined a Fair Offer

Before a great fire of logs in Helicon Hall, the seat of his Utopian colony, Upton Sinclair one snowy night talked of the injustice of the private ownership of land:

A tramp was one day strolling through a wood that belonged to the Duke of Norfolk. The Duke happened to meet him and said:

"Do you know that you're walking on my land?"

"Your land?" said the tramp. "Well, I've got no land of my own, so I'm obliged to walk on somebody's. Where, though, did you get this land?"

"I got it from my ancestors," said the duke.

"And where did they get it from?" went on the tramp.

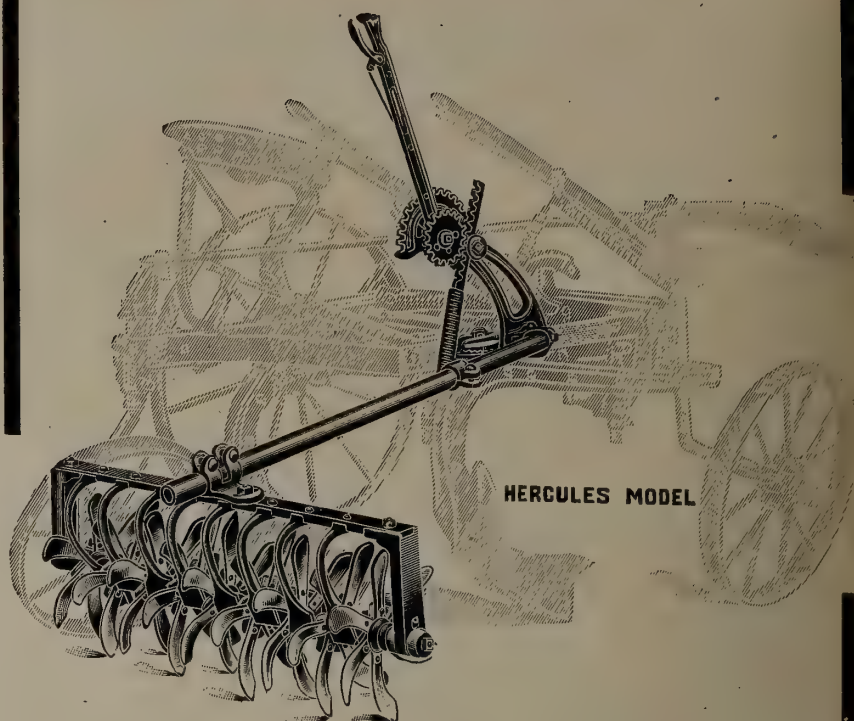
"From their ancestors," said the duke.

"And where did their ancestors get it from?"

"They fought for it."

"Come on, then," said the tramp fiercely, as he pulled off his coat, "and I'll fight you for it."

BETTER CROPS



Above cut illustrates our Hercules Model. It is one of the greatest farm labor savers yet invented, and it is the strongest plow attachment ever built for pulverizing the ground. It effects this object in one operation, while the plow is turning the land.

This Model can be supplied with either No. 1 or No. 2 blades illustrated in catalog; the choice of blades depending entirely upon soil conditions.

All authorities are agreed that the secret of good crops lies in thorough cultivation; but this entails time, labor and money by the old methods. Just here the KRAMER ROTARY HARROW steps in and eliminates the time spent in harrowing. The use of our line of attachments enables the operator to harrow and plow in one operation, thoroughly pulverizing the ground at the time it is fresh turned. This ideal combination secures a PERFECT SEED BED.

The dealer who wants to make money and enhance his reputation will secure the agency for the

Kramer Rotary Harrow

at once. Farmers are interested as never before—and sales are increasing by leaps and bounds.

Write for revised price list and terms. We have the most attractive proposition ever offered the dealer.

THE KRAMER COMPANY

Winnipeg, Man.

Paxton, Ill.

CANADIAN SELLING ORGANIZATION.

JOHN DEERE PLOW CO., LIMITED

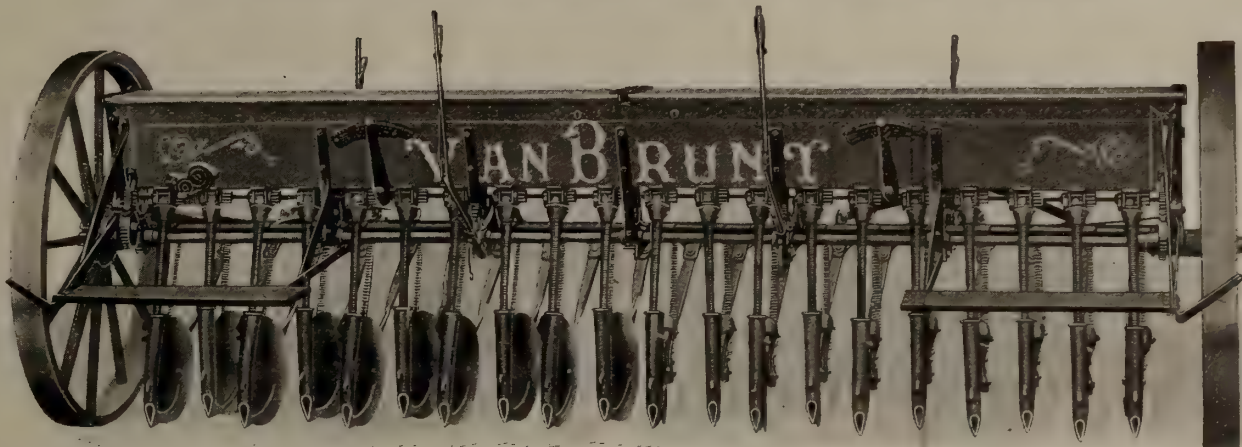
Winnipeg

Regina, Saskatoon, Calgary, Edmonton

Light Draft Van Brunt Drills

With Closed Side Delivery

Made in sizes
12, 14, 16, 18,
20, 22, and
24



Single,
Double Disc
and Shoe
Interchange-
able

THE VAN BRUNT MADE ITS WAY BY THE WAY IT'S MADE

The parts that go to make up a perfectly equipped and well balanced drill you will find on the Van Brunt

AXLE. Continuous—not stub axle which cheapens it. Runs the entire length of the machine.

WHEELS. With long hubs (chilled). Set well under the end of frame and are dust proof. Wheels run on a plumb spoke—no pitch or gather. Wheels on the Van Brunt need no pitch for the reason that the Van Brunt frame is so constructed that it does not spring or sag in the middle. Gather on wheels for wagons is all right, they run on a thimble skein or tapered axle. You would not think of adjusting the front furrow wheel on your gang plow with a gather. The same rule applies to wheels on drills and any implement with an axle of the same dimension.

FRAME. Is built of heavy angle steel and is thoroughly braced. The corners are solid, reinforced to prevent the slightest springing or rocking.

GEAR DRIVE. (Not chain). No lost motion. Never wear out or bother. Both wheels are drive wheels.

TILTING LEVERS. The operator can change the angle of discs or shoes when the machine is in motion. A tilting lever is as great a necessity to a grain drill as a tilting lever is to a mower. (An exclusive feature of the Van Brunt drill.)

DISCS. Every disc, single or double, is perfectly trued before leaving the factory. There is no wobbling of the discs used on the Light Draft Van Brunt Drill.

FURROW OPENERS. The single disc furrow opener with toe scraper was first brought out by the Van Brunt Manufacturing Co. in 1900. Since then every drill concern in Canada has tried to copy the Van Brunt Furrow Opener. Mr. Van Brunt has taken another step in advance in bringing out and patenting both in the United States and Canada the CLOSED SIDE DELIVERY for single disc construction, shown in Figs. 1 and 2 (and cannot be infringed upon). With this construction the seed is delivered in the trench about 3 inches farther in advance than with the furrow opener formerly used by us and now being used by all competitors. The CLOSED SIDE DELIVERY assures perfect covering of all grain. This feature is not an experiment, having been used the past season both in Canada and the United States.

DRAG BARS. Are made of special steel manufactured expressly for the Van Brunt Manufacturing Co., having the correct amount carbon to give them strength. You will always find the Van Brunt furrow openers 6 inches apart (not 5 in. or 7 in. as with other drills).

BEARINGS. Are all case hardened, guaranteed not to wear out. Read what we say on page 5 Drill Catalogue—our standing offer: "We replace, free of charge, all bearings that wear out."

DELIVERY. On both single and double disc Van Brunt Drill the grain is deposited further ahead in the furrow than any other drill sold in Canada. Ask the John Deere Agent to show you this feature.

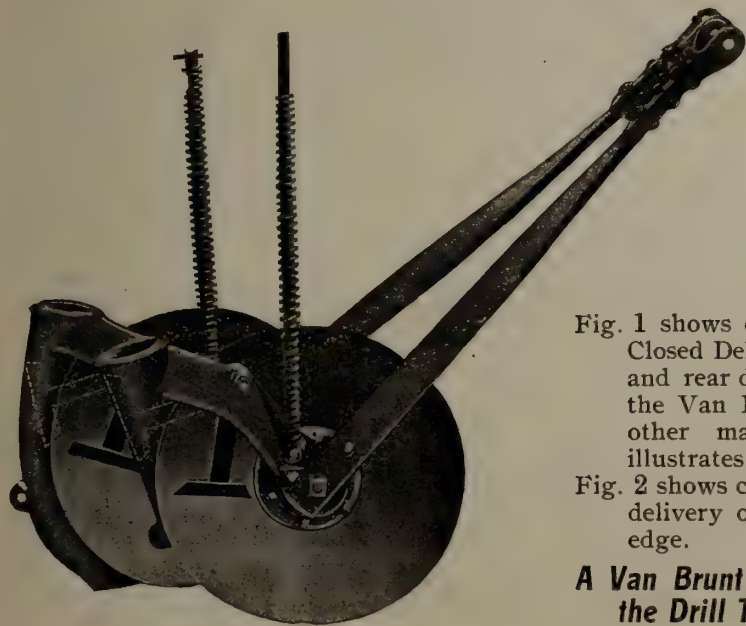


Fig. 1

Fig. 1 shows comparison between new Closed Delivery used on Van Brunt and rear delivery formerly used on the Van Brunt and now used by other makers. Short drag bar illustrates the new device.

Fig. 2 shows convex side of disc. Note delivery of grain inside of cutting edge.

A Van Brunt Contract will give you the Drill Trade of your District

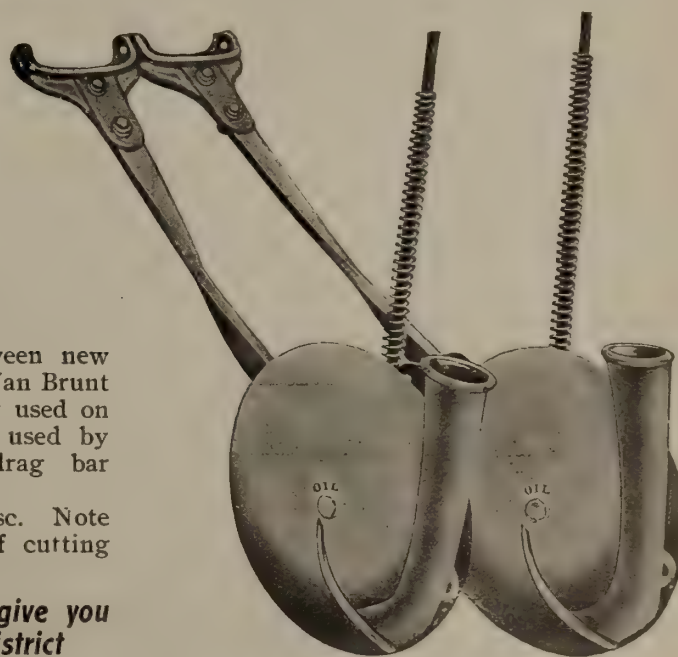


Fig. 2

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

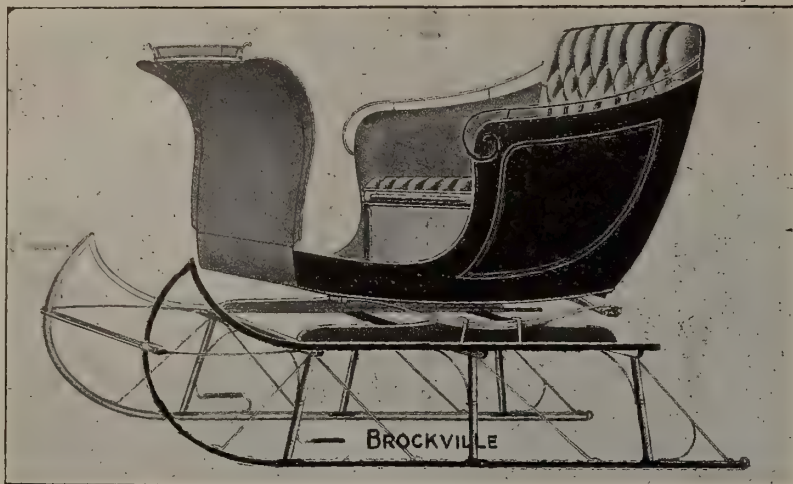
CALGARY

EDMONTON

BROCKVILLE LINE OF BUGGIES AND CUTTERS

"CANADA'S STANDARD"

THE KIND THAT SELL, BUILD UP YOUR TRADE, AND MAKE YOU MONEY



No. 210 SPRING PORTLAND.

The above cut shows one of thirty-two different styles we carry in stock at Winnipeg and all our branches.

Have the following points of Merit:—

GEARS:—

XXX hickory knees and beams.
Steel braces and steel channel shoes.
Shifting rod on detachable bar shafts.

BODIES:—

White ash frames.
Three-ply dash, back and side panels.
Panels glued and screwed to frame.

TRIMMING:—

Best grade plush or wood dyed cloth.
Spring backs (removable).
Spring cushions.

Nickel Plating on Brass.

Guaranteed Not to Rust.

Reindeer Sleighs



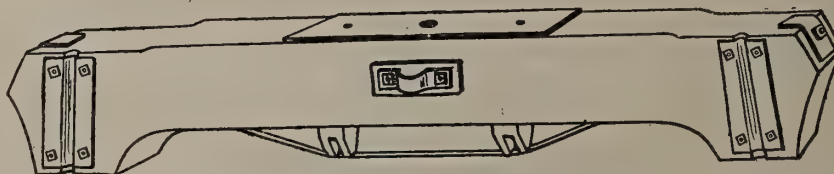
No. 28¹/₂ Reindeer Sleigh

Made in all sizes with steel or cast shoes

Quality and Workmanship.—Made of straight grained hard-wood timber throughout, put together in a smooth, workmanlike manner.

Trussed Bench furnished on

- No. 25¹/₂, 2 in. x 6¹/₂ ft. runners, steel shoe
- No. 26¹/₂, 2¹/₂ in. x 6¹/₂ ft. runners, steel shoe
- No. 27¹/₂, 3 in. x 6¹/₂ ft. runners, steel shoe



Reindeer Trussed Bench

Trussed Bench furnished on

- No. 28¹/₂, 2 in. x 6¹/₂ ft. runners cast shoe
- No. 29¹/₂, 2¹/₂ in. x 6¹/₂ ft. runners, cast shoe

Painting.—Orange red, with very neat wide lines of black and fine lines of white striping. Well varnished and very much above the usual sleigh in smoothness of finish and general appearance.

Do not place your order for Sleigh goods until you have an opportunity of talking to our travellers.

JOHN DEERE PLOW CO. LTD.

Winnipeg

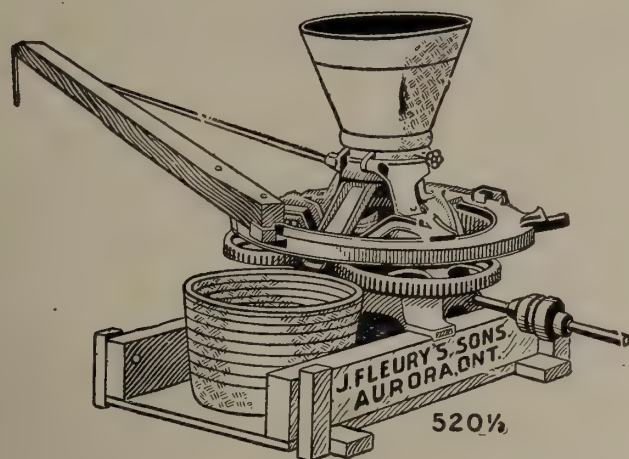
REGINA

SASKATOON

CALGARY

EDMONTON

Good Luck Grinders



Good Luck Power Grinder

Specially Adapted for Farmers' Work

Construction and Finish perfect.

Thousands in use and giving highest satisfaction.

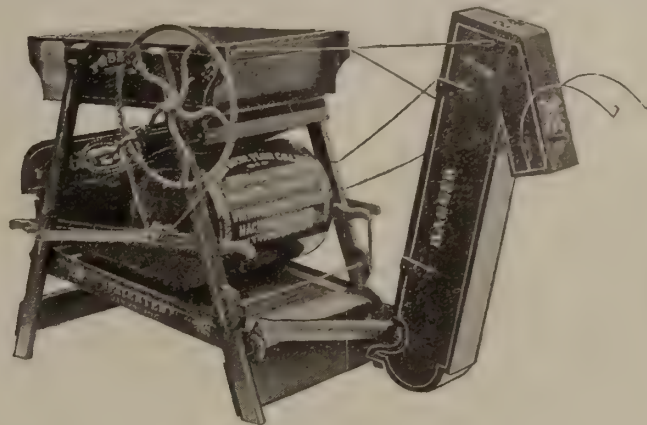
The best is **cheapest**; an **inferior** machine is **dear** at any price.

YOU want only the best.

We also have a full line of Horse Powers, Wood Saws, etc.

Fosston Automatic Grain Cleaner

Is The Grain Cleaner Your Trade Wants.



Advantages of the Fosston.

The **Fosston Mill** is both a **cleaner** and a **grader**. Will separate wild or tame oats from wheat or barley.

The **Patented Feed Device** is so arranged that the operator can regulate the flow of grain on to the sieves while running, and grain can only feed while mill is in operation.

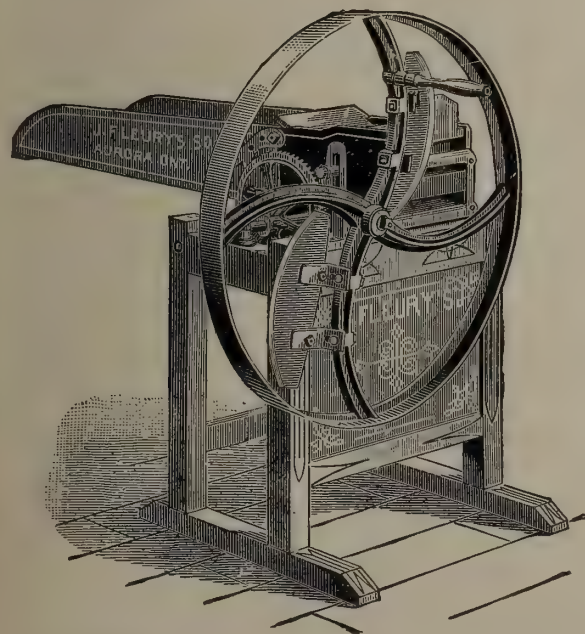
A **Bottom Screen** thirty-six inches long. Under this screen is arranged a patented cleaning rack to keep bottom rack clean. Special attachment for separating wild or tame oats from barley.

Screens for cleaning all kinds of grain.

Made in two sizes, varying for different grains, from 25 to 75 bushels per hour.

Power attachment can be furnished if desired.

Straw Cutters and "Rapid Easy" Grinders



This line of Straw Cutters range in size from 8 inch hand machines to 14 inch 12 h.p. machines, comprising the largest and most dependable line ever offered the Canadian trade.

These Grinders will do more and better work than any other grinders of corresponding sizes.

Fleury's is the most complete line of grinders made in Canada both for home and custom work, adapted to all powers—Tread or Sweep Power, Windmill, Gas or Steam Engine.

Ask for Our Straw Cutter and Grinder Catalogue.



JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON

Brandon.

Many of our Brandon farmers will visit the Old Country this season. Already many tickets have been sold, and enquiries are being made for passage for a later date. The fact that such a rush of old country visitors is assured would indicate that this section of the country has got past the time when a light crop makes any great difference to the prosperity of the people.

The surveyed location of the proposed Canadian Pacific branch line between Hamiota and Birtle has been approved by the Railway department at Ottawa, and it is stated that the company will commence the construction of this line as early as possible next season in order to have the work completed in time to handle next year's crop. This line will be the shortest route between Brandon and Birtle as well as Yorkton and other points on that line.

The annual tax sale of city property was held recently, and the total sales realized about \$32,000.

Charles W. Hunt, sales manager of the Walch Land Company, Winnipeg, was a visitor to the city and expressed himself as being very much impressed with the situation and general appearance of Brandon.

During the recent chilly weather the Brandon Heating plant has had a good test of what it can do towards heating up the many large stores and warehouses on Rosser Ave. About 50 places are now connected and so far no complaints are heard. Where plants have had to be fired up for hours ahead to warm up buildings, heating is now secured in from fifteen to twenty minutes. The plant is the first of its kind in the west and many visitors from

other points have been inspecting it, and all are greatly pleased with its success.

Sir Thomas Shaughnessy, Mr. William Whyte, Mr. R. B. Angus and other C. P. Ry. officials stopped off here on their way from the west. While here they were taken around the city, and were impressed with the general appearance of Brandon. Sir Thomas thought that a new station was coming to Brandon, and remarked to Vice-President Whyte: "You will have to give them a new depot."

The foundation for the new C. N. Ry. station and hotel is completed, and the contractor expects to have the station ready for occupation in about three months. According to agreement with the company, Lorne Avenue will have to be closed at the crossing of the tracks and a subway built for foot passengers, but up to date no move has been made to carry this out.

The formal opening of the Armory has been arranged to take place on Thursday, Nov. 10th, on which date the band of the 48th Highlanders will give a concert in the building.

Arrangements have been made to hold Brandon County Sunday School convention in Brandon, November 10th and 11th, when addresses will be delivered by speakers from all over the country. A large gathering is expected.

The Brandon Kellaston Company, a new organization for making cement building materials has been formed here.

The power question was again before our City council, when a notice of motion was presented by the Mayor, to accept the offer of the Western Electric Light and Power Company and to enter into an agreement with the company giving the city power

to take over the company's plant at the expiration of five years if deemed advisable. The company owns the land and all rights to the proposed power dam site at Currie's landing.

The question of providing a route for the proposed Brandon Transfer Railway is at last in a fair way to being settled. Acting upon the advice of the chairman of the commission, the city council by resolution decided to apply to the board to settle the question, and Judge Mabee's reply shows that they had lost no time in dealing with the matter. Judge Mabee stated that the railway commission had already taken the matter up with the C.N.Ry., C.P.Ry., and Great Northern Rys., and no time would be lost in bringing it to a successful issue.

Among the visitors to the city was James McConachie of Glasgow, Scotland, Mr. McConachie is manager and secretary of the Craigellachie Glenlivet Distillery Co. Ltd. He is now making his third business trip through Canada and has not been west since 1902. He is amazed at its advancement.

The handsome sterling silver cup donated by Brown and Mitchell, hardware merchants of Brandon, for the best six-horse team at the Brandon summer fair for horses owned in any one municipality was won by parties living in Elton. The council of Elton met at Secretary Reid's residence when the cup was formally handed over to the Municipality.

The new Knox church is about completed and will be opened on Sunday the 13th November. The Rev. John Inkster, of London, Ont., has been asked to preach the opening sermons. It is a very handsome structure and re-

flects great credit on the architect and builder.

T. H. Lidden, late of A. D. Rankin and Co., dry goods merchants, has purchased the business of A. C. Fraser and Co. and will take possession November first.

J. D. McGregor has purchased the 800 acre farm owned by Mr. George Patterson, manager of the Electric Light Co. The price is said to have been \$60,000. Mr. McGregor intends to make it one of the best stock farms in the Dominion, and has now the best herd of Polled Angus cattle on the continent ready to put on this farm.

Alex. Gillies, representative of a large paper mill industry was in the city, and reports trade better than it has been with his line for years.

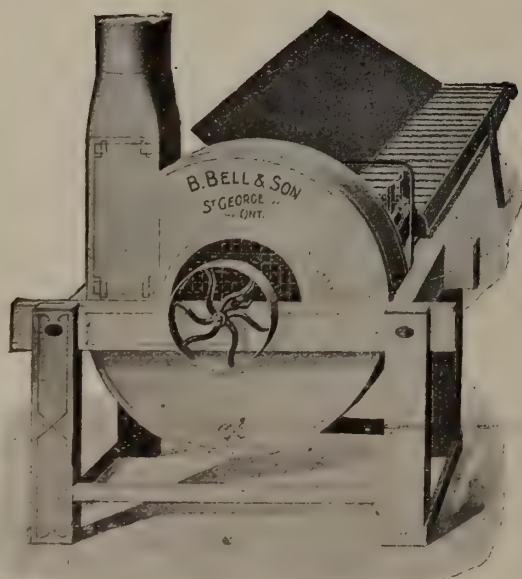
W. I. Smale, manager of the Summer Fair, has been appointed manager of the Winter Fair, and will at once take over the business of the Fair.

The School Board have decided to erect a new eight-room school in the east end of Brandon and will put a By-law before the people at the coming municipal elections for \$50,000.

The Women's Hospital Aid have done splendid work for the Brandon Hospital this year, having cleared up the handsome sum of \$1,402.

The Western Manitoba Teachers' Convention was held here in October, and was very largely attended. The Hon. G. R. Coldwell, Minister of Education, delivered an address at the convention. Mr. Coldwell exhorted the teachers to see to it that the Union Jack be kept flying on the schools, as this was an outward mark of patriotism and was dear to the heart of every pupil.

According to the report from the Brandon Experimental Farm,



Bell's Fly Wheel Blower.

Oh! You Bell Blowers Are Certainly Winners.

DEALERS, we are selling FEED Cutters, Blowers and Wood Saws in many districts, direct to FARMERS who write to us in reply to our ads. in the Farmers' Papers. We would prefer selling them through you, but if you will not write to us and secure the agency, we must sell them anyway as **Farmers will have the Bell Feed Cutters and Blowers.**

Get the agency and you get the commission on any Bell machine sold on your ground.

Write for Agency to-day

B. BELL SON & Co., Ltd.

WINNIPEG.

September has averaged slightly colder that is usual for this month. Only once during the month did the thermometer register a really warm day, and that was on the 16th, when it registered 90 degrees, and the following day dropped to 68.

The City Council have extended the Gas Co. Franchise ten years, which practically makes the franchise run for twenty-five years.

F. Cockshutt, president of the Cockshutt Plow Co., Brantford, and E. A. Mott, manager of the Winnipeg branch, spent a day in Brandon looking over their new warehouse and the business generally. It is some

years since Mr. Cockshutt visited Brandon, and he was very much impressed with the advance the city has made. Their new warehouse will be ready for occupation about the first of December, it being now enclosed with the roof on. They expect to do a large transfer from here, there being now over twenty cars of goods specified and more to follow.

J. C. B. Inkster, of the Cockshutt Plow Co., Brandon, was a visitor to Winnipeg, and motored back with Mr. Mott and Mr. Powers of the McLaughlin Co. They made good time on the road.

W. J. Kilkenny, implement

dealer of Broomhill, was a visitor to the city. He reports having had a good trade this last season, the plowing about finished and money coming in fairly good.

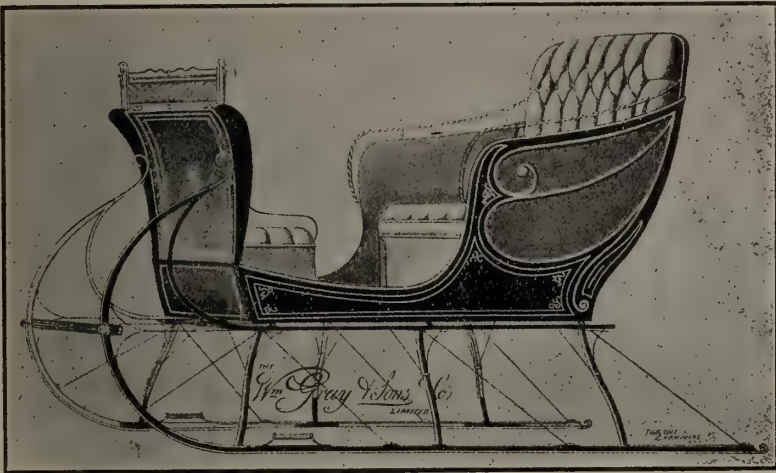
The fine weather during the last four or five weeks has enabled the farmers of this district to do nearly all their fall plowing. In the districts where fields were so short that the crop was plowed under a lot of plowing was done before harvest and this with the fall plowing that has since been done makes more land ready for next spring than has ever been ready for crop in any former year. The result of the great amount of plowing

done will be that farmers in districts where the crops were light have already forgotten about this year's failure and are now looking to next season, for which prospects are better than ever before.

Money is beginning to move and we look for a very fair percentage of notes being paid.

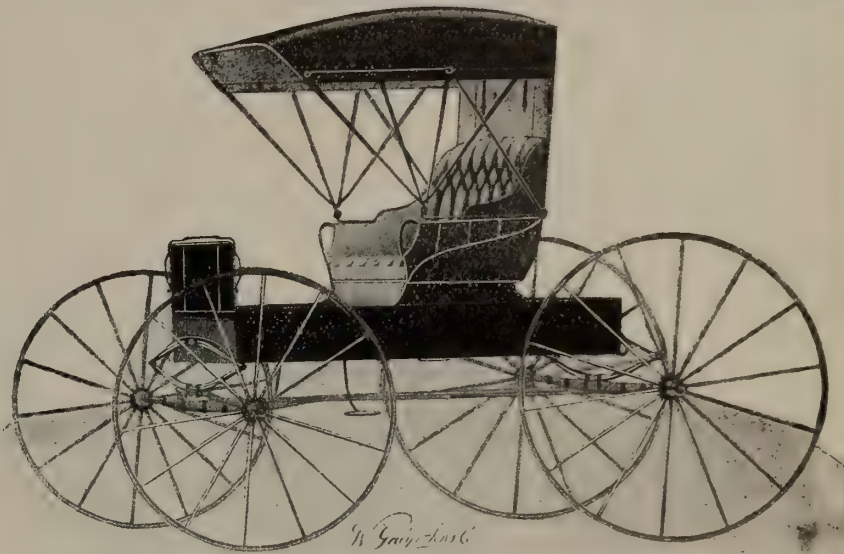
Intellect alone cannot sustain men—without the inspiration of hope and love their labors cease or seek another sphere.

Don't hop from one thing to another. Focus your ability—do one thing at a time and do it well.



How about Cutters! Now is the time to order while full lines permit a choice. Write to-day for Catalogue and Price List.

Kitchen Cabinets. We handle the Cabinet without an equal on the market to-day. An easy seller throughout the year.

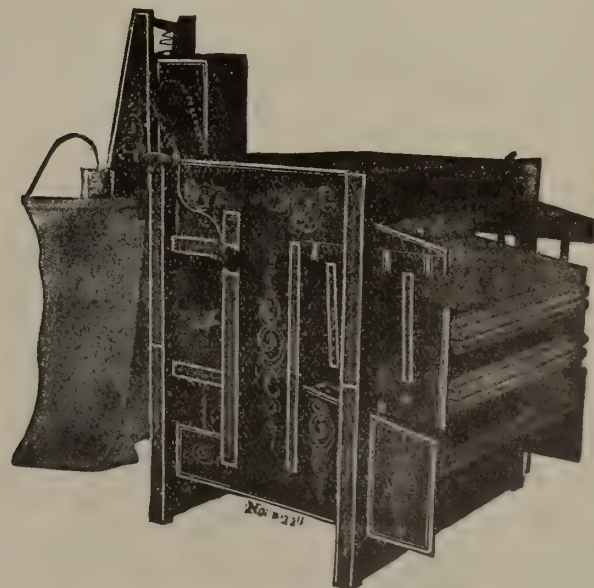


Stylish High Grade Buggies. It is not too soon to think about the buggies you will handle in the early spring. Our liberal terms make easy selling for the agent. Catalogues and full information for the asking.

GRAY-CAMPBELL LIMITED

MOOSE JAW, Sask.

WINNIPEG, Man.



The Perfect Grain Cleaner and Grader

WINNIPEG'S MUNICIPAL POWER PLANT

A great hydro-electric plant is rapidly nearing completion at Point du Bois, on the Winnipeg River, some 72 miles northeast of Winnipeg. The purpose of the plant is to supply Winnipeg with the electric current for manufacturing and lighting purposes at a low cost, and it is confidently expected that the system will be in operation in June 1911, when 20,000 h.p. will be available. Of this amount the city will probably use about 3,000 h.p. for street lighting, waterworks, and other municipal purposes, the balance being available to manufacturers, householders, etc.

The contractors had excavated 88,000 tons of rock and placed 28,000 cubic yards of concrete on July 1st, 1910, and a staff of 400 men are busily engaged rushing the work to completion.

The site chosen for the power plant is admirably adapted by nature to the purpose; the contour of the land surface and the outline of the river banks both lending themselves remarkably well to the development of a powerful head of water. In blasting out the short intake canal, for instance, all the material removed was used a short distance away in making the permanent rock fill which is necessary to check the natural flow of the stream and divert it to the intake channel. The aggregate or crushed stone for the concrete was taken from the excavations and made on the spot; deposits of gravel and sand ready to hand further assisted the construction work. Practically the only materials brought from the outside were cement, iron and steel.

It has taken \$20,000 worth of dynamite to make the rock excavation and with the concrete gangs in full swing, 1,600 sacks of cement were mixed each day. The contractors are John Gunn & Sons, of Winnipeg, and the engineers, the well-known firm of Smith, Kerry and Chace, of Toronto.

One is immediately struck by the solidity, the gigantic strength of the work; in fact certain parts of the steel re-

inforcement are capable of standing their apportioned strain without the assistance of concrete to bind the mass together. The surface of the finished walls, dams, etc., is of iron-like consistency and is well calculated to stand the disintegrating action of the weather and the variations in temperature to which it will be subjected. Throughout the whole work nothing but first class materials have been used, and the plant when completed, will be second to nothing of its kind on the continent.

dents of the city are already feeling the beneficent influence of the power scheme, for a substantial reduction in the rates for current supplied by the present vendors has been put into effect as a direct result of the development of the municipal power plant.

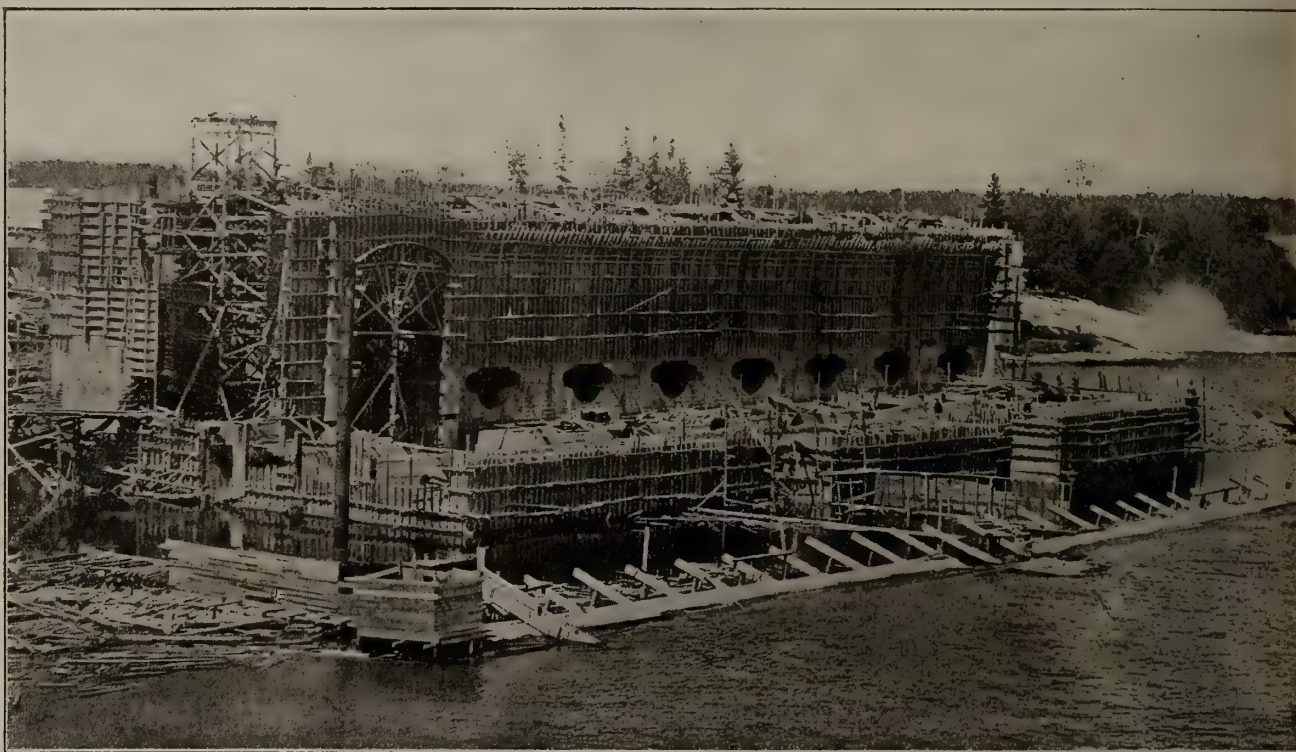
The estimate of power cost referred to is as follows:

(a) When the first 17,000 h.p. is developed, the price, at substation, is to be \$18 per h.p. per annum.

(b) When the demand allows

	Per h.p. per annum.
Toronto	\$18.10
London	23.50
Guelph	24.00
St. Thomas	26.50
Woodstock	23.00
Galt	22.00
Berlin	24.00
Stratford	24.50
Hamilton	17.50
Waterloo	24.50
Preston	23.50
St. Mary's	29.50
Hespeler	26.00
New Hamburg	29.50

The Winnipeg River, which supplies water to the power plant, drains an area of 50,000 square miles, and has, in dry



View of First Section of the Big Winnipeg Municipal Power House.

The by-law authorizing the construction of the power plant called for an expenditure of \$3,250,000 and a rough estimate of the cost of power to users was prepared, but it must be borne in mind that the demand for power will be the chief factor in determining the rates. It is the intention of the city to give every encouragement to users of the current, both for domestic and manufacturing purposes, and it is the ambition of the city fathers, to see Winnipeg the best illuminated city in the world.

It should be noted that resi-

for an additional 17,000 h.p. to be provided, the price to be \$16.66 per h.p. per annum.

(c) When the full capacity of the present plant—60,000 h.p.—is utilized, the charge per h.p. is to be \$12.50 per annum.

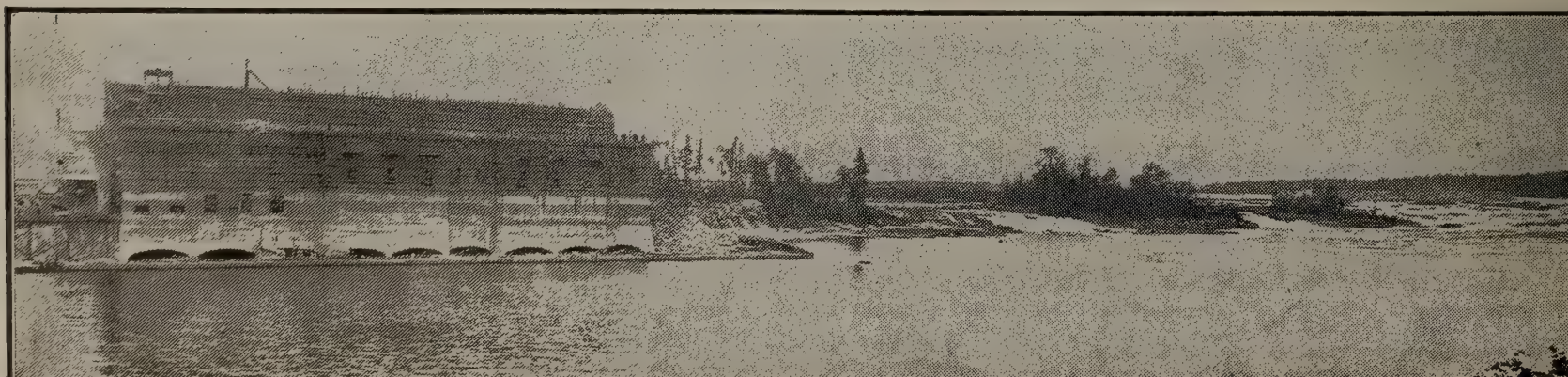
In any event the price will be lower than obtains in other Western Cities.

It may be of interest in this connection for the reader to glance at the accompanying table, which shows the annual inclusive rates payable by those municipalities using power derived from Niagara Falls.

weather, a minimum flow of 19,000 cubic feet per second. The natural fall of the water at Point du Bois is 32 feet, and this is increased by the dams to 47 feet, giving a total available power, without storage, of 60,000 h.p. The "mill pond" has an area of 6,000 acres, and forms a lake, the shores of which are most picturesque and should eventually form an ideal summer resort for city residents.

The machinery now being installed is capable of supplying 20,000 h.p. and consists of five

(Continued on page 32)

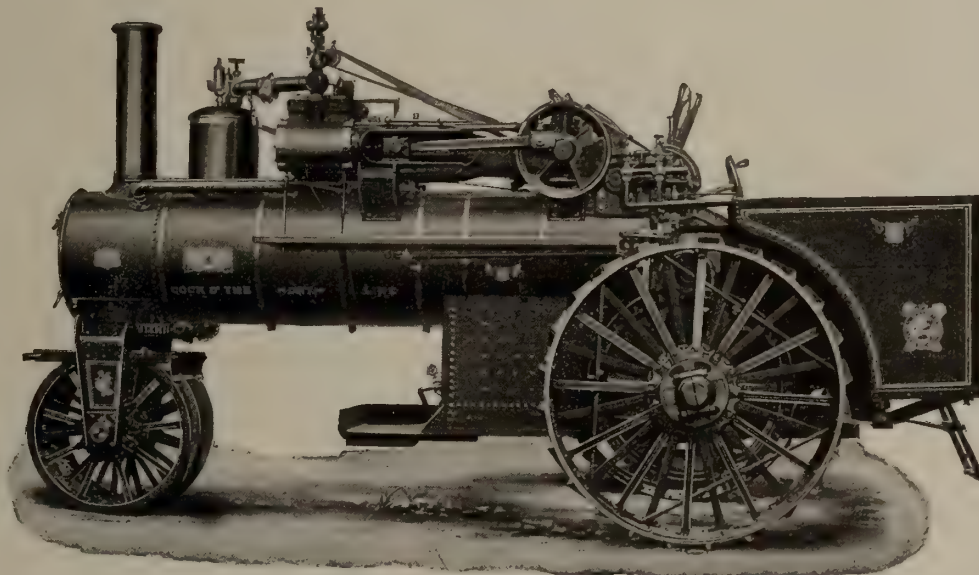


Winnipeg Power House and Waterfall, Showing Surrounding Scenery.

Our 1911 Contracts Are Ready for Your Inspection

Mr. Dealer :—We are offering you an optional contract for 1911. We have the very best **Commission Contracts** or we have a **Cash Contract** that will bring you the **Cash**, and we have the **Goods** that will back up the **Contract**.

We offer the trade in our 1911 line of plowing and threshing machinery many new and valuable improvements ; improvements that are important, and just what will catch the **Cream** of the **Trade**.



32 Horse Power Plowing Engine

We have four sizes of plowing engines from 22 to 32 H. P., simple and cross compound, **stub axle** or **rear mount**. We also have the **only stoker made that will successfully fire a straw burning engine**, either threshing or plowing. We have the only tailing cylinder on the market that threshes the tailings from the separator without going back through the cylinder and clogging the grates.

Mr. Dealer:—You should **talk to us** before making your 1911 contracts. We have the goods and have the staff to sell them.

We believe honest goods can be sold to honest people by honest methods.

Write, phone or telegraph us and our representative will be
at your service.

American-Abell Engine & Thresher Co., Ltd.

WINNIPEG
REGINA

TORONTO

CALGARY
EDMONTON

Winnipeg's Power Plant

(Continued from page 30)

enormous machines, each weighing 150 tons and using 75 million gallons of water every 24 hours. In addition there are three power units completed which will afford 14,000 h.p. These are ready for the installation of the turbines and generators and will be brought into use as soon as the demand for current justifies their installation.

Current will be transmitted to Winnipeg over two independent circuits of 5/8 inch aluminum cable at a pressure of 60,000 volts, and the city has acquired a right of way for the transmission line 72 miles long and 100 feet wide. On this are being erected the steel towers which carry the cables, and in addition the city has built and equipped 24 miles of railroad connecting with the C. P. Ry at Lac du Bonnet and extending to Point du Bois. In time to come this railroad should prove a valuable asset to the city, furnishing, as it does, in conjunction with the C. P. Ry., a ready means of access to the delightful country surrounding Point du Bois. A

considerable village has already sprung up around the power plant, inhabited chiefly by the workmen engaged on the project, the engineers and other officials.

Turbines of 5,200 h.p. are now being manufactured in Sweden and England, and the generators will be supplied by a Sheffield, England, concern. The auxiliary electrical fittings and apparatus will be of Canadian manufacture.

At the Winnipeg end of the line a fine brick and stone terminal station is being built in a central location of the city at a cost of \$85,000, and two substations are in course of construction for convenience and economy in distributing the current throughout the city.

The expenditure on the project up to June 1st, 1910, was \$1,360,000, which showed a large saving over the estimated cost on this portion of the work. The authorities are confident, from the progress of the work up to date that a saving of at least \$100,000 over the estimated cost may be looked for.

There is no doubt that there will be a steady demand for

Winnipeg's power. The manufacturing industries of the city are increasing with great rapidity, and commercial enterprises of every kind are seeking a foothold in the city in order to enjoy the tremendous expansion of the West.

According to a census of Winnipeg factories taken last July by the Winnipeg Development and Industrial Bureau, the annual output of manufactured goods now exceeds \$25,000,000 as compared with \$8,606,248 in 1901.

The field for manufacturing in Winnipeg is very large, and although the past ten years has shown great development the possibilities of the future are still greater.

It is estimated that \$18,000,000 worth of agricultural implements and machinery annually comes to Winnipeg from distant factories, but signs are not wanting that this industry will become most important in Winnipeg.

Winnipeg has been fortunate in securing Controller Cockburn to direct work at the power plant. He has been the leading spirit of the project since its inception, and is eminently fitted for the work. He started life as an engineer and has made a special study of hydro-electric problems, with the result that there is no person better qualified to look after the interests of the city at Point du Bois, and we believe we are safe in saying that Mr. Cockburn is the best posted man today on the subject of Winnipeg's Municipal Power Plant.

Homestead Entries.

For the first eight months of the present calendar year the homestead entries in Western Canada number 36,916, as compared with 24,396 entries for the corresponding period of 1909.

In each of the prairie Provinces there is an increase as compared with the corresponding months of last year, Manitoba having 2,042 entries as against 1,673 in 1909; Saskatchewan 20,692, as against 12,587 in 1909, and Alberta 14,013 as against 9,933 in 1909.

For the month of August alone the entries numbered 3,500, of which 1,228 were made by Canadian-born persons, many of whom have just returned from the United States. Eight hundred and twenty-five entries were made by United States citizens, 715 entries by English, Scotch and Irish, 226 by Scandinavians, and the balance by French, Belgians, Germans and other immigrants from continental Europe.

What one can make people believe he knows, commands as high a price as what he really knows.

Calgary.

O. S. Chapin was a business visitor to Edmonton, recently.

W. E. Hall, of the Cockshutt Plow Co., Calgary, also spent a short time in Edmonton the latter part of October.

J. F. Jones, of Chicago, Canadian General Sales Manager for the International Harvester Co., visited the Calgary branch recently—going from here to Edmonton on a business visit to that branch.

W. G. Hunt, who recently resigned as manager of the Alberta Branch of the Massey Harris Co. at Calgary, returned the last of October from an extended visit in Ontario and Eastern Canada. Mr. Hunt is going to devote his entire time to his private interests and investments. He will be greatly missed from the ranks of the implement men, being one of the oldest and best-known men in the business in Canada.

J. A. Latimer, Alberta manager for the Cockshutt Plow Co., is at present away on his annual fall trip over the B.C. territory, including Okanagan towns, and all of the Coast cities. Mr. Latimer will be away about four weeks.

H. A. Allison, who for several years has been accountant here for Tudhope-Anderson Co., severed his connection with that company to accept a position with W. R. Megaw & Co. at Vernon, B.C. Mr. Allison is being succeeded by H. G. Baker, of the Winnipeg branch of the Tudhope-Anderson Co.

W. H. Williams, sales manager for the Hart-Parr Co. at Charles City, Iowa, spent several days in Calgary on business and looking over prospects with Mr. Chapin, their Alberta representative.

Geo. Grainger, superintendent of factories for John Campbell & Son's Carriage factories at London, Ont., was in Calgary for a few days on his annual tour of Western Canada.

W. G. Matheson, auditor for the Cockshutt Plow Co.'s western branches, spent a couple of weeks at Calgary during October. He returned to Winnipeg and will probably give the local branch another call before the New Year.

A. E. Grundy, stock man for the John Deere Plow Co. at Winnipeg, accompanied by M. Hardy, his assistant, were in Calgary for a short time recently, taking stock at this branch, after which they returned to Winnipeg via Lethbridge and Regina.

H. A. Dunn, manager of the John Deere Plow Co.'s Alberta branch, left the last week of October to visit the B.C. agencies of his firm, including the main

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When you travel you are entitled to the service and protection of up-to-date methods.

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Winnipeg, Man.



line of the C.P.R. and Okanagan & Nicola branches. He will be away a couple of weeks.

E. A. Mott, general manager for Western Canada of the Cockshutt Plow Co., spent a few days in Calgary in October. While here a general conference of local officials and the general blockmen for the company in Alberta took place, when general conditions and plans for another year were discussed. Mr. Mott expressed himself well pleased with their business in Western Canada this year, and was quite optimistic regarding prospects for next year. The blockmen who were in to attend the conference were Alf. James, Edmonton; D. J. Hutchinson, Red Deer; J. D. Boyce, T. R. Scott, Jas. Rennie, who have their headquarters in Calgary, and R. F. Lang, from Lethbridge.

Senator L. M. Jones of Toronto, general manager for the Massey-Harris Co., recently spent a few days with the Calgary branch on his annual tour of the West. The Senator was travelling in his private car accompanied by C. H. Whitaker, manager of their Manitoba branch at Winnipeg, Geo. Forsythe, manager of their Southern Saskatchewan branch at Regina; Hugh Aird, manager of their Northern Saskatchewan branch at Saskatoon, and Herbert Baker, office manager at Winnipeg. The party was met at Lethbridge by A. W. Trickey, acting manager of the Alberta branch, who accompanied them to Calgary. While here, Mr. Jones confirmed the appointment of Mr. Trickey in the position of acting manager, succeeding Mr. Hunt, and also announced that the Massey-Harris Co. would for greater convenience and better facilities divide Alberta into two branches, putting in a branch at Edmonton to take care of their Northern Alberta trade. No announcement was made as to who would be appointed manager of the Northern Alberta branch, but it is rumored that Herbert Baker, office manager at Winnipeg, will receive the appointment. The party went to Edmonton from here, thence east over C.N.R. to Saskatoon.

W. F. Cockshutt, of Brantford, accompanied by his son Ashton Cockshutt, spent a week in Calgary during October. Mr. Ashton Cockshutt, who for the past few years has been attending the Western Canada College here, has accepted a position in the Calgary office of the Cockshutt Plow Co.

On the night of Oct. 12, the office of John Deere Plow Co.'s local agents, Tollington & Co., was broken into, the combination of the safe worked and the inner door sawn off its hinges and some \$11,000 worth of cheques and notes were stolen. When it was learned, considerable consternation was caused

and the police immediately put to work on the case. Considerable satisfaction was experienced when during the day the police found the entire lot of notes and cheques in the vicinity, the burglar apparently discarding them, after finding no cash. The culprit has not yet been apprehended.

Farming in England.

An Englishman who is now on a visit to the old land writes to the London Spectator an interesting letter, in which he says that he has been farming in Alberta for the past 7 years, and is now carefully observing English farming methods in the hope of picking up some hints for use on his return to Canada. He is struck with the waste of labor on the farms, and writes:—

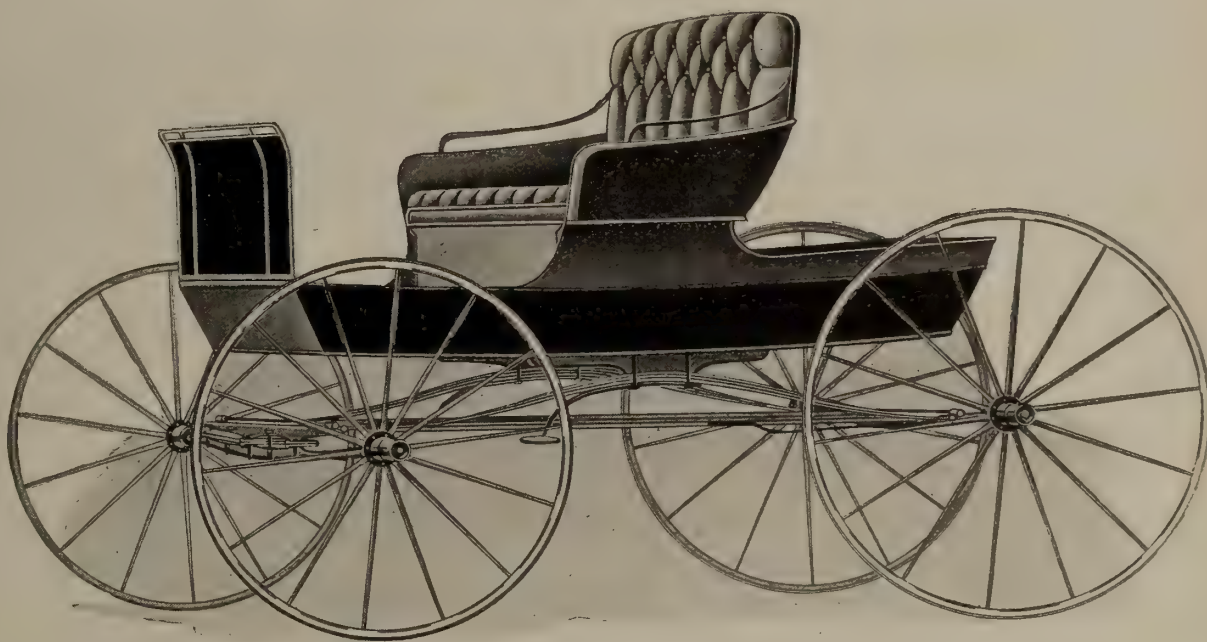
"Harvesting has been going on here lately, and I noticed that

the English farmer employs two men to run a binder. There are two horses at the pole and one in front. One man sitting on the binder drives the two 'wheelers,' while another man leads the leader. In Canada we place the three horses abreast, and one man drives the lot. In a field of about ten acres I noticed three binders at work, each with two men. In Canada this field would have been cut by one man with one binder. Then when it comes to carting the grain, here, I notice, two men are employed. One pitches the sheaves to another who remains in the cart, and packs them as they are pitched. I have been watching this performance from a window of the house where I am staying. The man with the fork pitches one sheaf at a time leisurely to the man in the cart and waits till he has packed it in the same leisurely manner,

both pausing every now and then for a conversation. When one 'stook' is finished, the man with the fork goes slowly round to the other side of the cart and pitches from that side, and so on. In Canada we also employ two men, but both remain on the ground, one on either side of the wagon. Each man pitches at least two, and often three, sheaves at a time, and so quickly that the horses barely stop before they go on to the next stook. Of course, in Canada we use cage-like hay-racks, which render packing unnecessary, and, I believe, carry quite as big a load. English farmers have doubtless some good reason for not adopting the hay-rack, but it seems to me that an able-bodied Englishman should be able to pitch more than one sheaf at a time.

"Of course, in England, labor is much cheaper than in Canada,"

Armstrong Vehicles.



No. 133 Prairie Concord.

This Concord Buggy represents one of the most popular vehicles with our Western Trade. It is not only roomy but looks well and is very strongly built. We recommend this highly for general purposes as applying to Western conditions.

Cutters on hand for prompt shipment at all principal points.

Catalogue on application.

J. B. Armstrong Mfg. Co. Ltd.,
GUELPH, ONT.

the writer of the letter says; but he adds: "That is no reason for waste. A man who only pitches one sheaf at the time would not remain very long on a Canadian farm." He closes his letter by saying that his remarks are not at all written in the spirit of criticism but in the hope that they may be of value. In this connection, it may be noted that an article of exceptional interest recently appeared in the London Times, dealing with the effect upon Great Britain's rural population of the introduction of modern agricultural machinery. In a somewhat regretful strain it was pointed out that the best machinery invented has failed to produce more bushels to the acre, and that the result, while cheapening the production somewhat, has by no means done so to the extent of compensating for the reduction of the rural population. A team of horses and a harvester, said the Times article, will now do the work in the lonely field, formerly a gay scene of happy labor co-operated in by men with their scythes, the women making the sheaves, and children tying; the implement and the horse have driven the farm laborer to the city, where often he seems to be by no means needed.

Impressions of Western Canada.

Newspaper men from the States think highly of the resources of Western Canada. A party of editors of agricultural papers recently made a trip through the West, and as a result the American Agriculturist publishes the following:—

"Great is Canada west; great are the actualities of that vast stretch of prairie Provinces in grain production, and great the possibilities in animal husbandry. Well may the United States look with wholesome respect upon the rapid development of that new country which is in only the beginning of its realization of strength and innate forcefulness, in production, in manufacturing, in commerce.

"Well may the farmers of our own country note the taking form of a competition in grain-growing, right now, that is of no mean proportions. Yet there is nothing new in all this if one goes back in history but a scant half dozen years. Then, no cereal production worth considering; now a hundred million bushels of wheat a year, and this capable of untold expansion—for scarcely five per cent. of Western Canada is yet under the plow. These are the impelling thoughts occasioned by an editorial journey in August, covering some 3,000 miles over the three great railway systems of Canada, which are stretching their long fingers of steel

throughout Manitoba, Saskatchewan and Alberta.

"The high lights are many. Space forbids, at the moment, touching but a few, and these the merest mention. The crops are not as large as last year, owing to some unexpected drouth, yet generous, in wheat, oats, barley and flax. Railway extension is rapid, and of the best possible character, looking toward a further vigorous campaign of developing the land. Homesteads, the free gift of the Dominion Government, are now very largely exhausted, unless one goes back in the country many miles from a railroad. Incoming settlers include thousands of our own best men from Wisconsin and Iowa westward. The recent report of large numbers of dissatisfied American farmers leaving Canada and returning to 'the States' is a canard, according to United States Consul Jones, stationed at Winnipeg. On the contrary, the many erstwhile Americans met by American Agriculturist's editorial representative, were enthusiastic boosters for their new home.

"These are absolute facts. It is just as well for our people to know them. Western Canada is rapidly developing along the very best of lines. The pity is that these two grand countries should be politically divided by the 49th parallel of latitude. One lesson for our own farmers is to practise better agriculture and get more bushels of wheat from an acre; and in some of the States in our own northwest to further develop the live stock end of farming. Great is Canada; great, also, is Uncle Sam."

Sun's Bi-centenary.

Congratulations are being extended the Canadian representatives of the Sun Insurance office on the completion of the two hundredth year of its unique history. Few corporations now in existence can trace their records in an unbroken line so many years back, to the very beginning of fire insurance, so the Bi-Centenary of the Sun Fire Office is an event of more than passing interest. Incidents connected with its inception and early history have been recorded anew in a most interesting souvenir book entitled "Early Days of the Sun Fire Office." This book is issued by the Head Office in London, England, and gives an insight into what seems to us of to-day to be peculiar manners and customs of business procedure. The Sun Fire office was the outgrowth of a partnership of 24 members, formed by one Charles Povey, pledged to pay claims share and share alike. An office which he named the Exchange House Fire Office" for insurance of "Goods and Merchandise in London and Westminster" was

established in 1706. At that time such fire insurance as was then carried was confined entirely to the City of London. It was in 1708 that the first attempt was made to do business all over Great Britain, at that time considered quite an undertaking. It was this business which a year or two later was surrendered by Mr. Povey to the Company of London Insurers under its name of the "Sun Fire Office." All the original Minute books containing the records of its "Grand Courts" and "General Meetings" from the date of its inception in April 1710 are preserved in the Sun Fire Office in London, and extracts from many of these early records, including interesting reproductions of plans of the City of London in 1600, 1666, 1707 and 1755, are shown in the "Bi-Centenary Souvenir" which has been issued.

New Cereal Map of Manitoba, Saskatchewan and Alberta.

The preliminary edition of the new Cereal Map of Manitoba, Saskatchewan and Alberta, covering the crop areas for 1909, is just issued by the Department of the Interior, Ottawa, and a similar map is stated to be in progress showing the crop areas for 1910.

The efforts of the Department have been for many years directed to placing settlers on Dominion Lands in the West. The land available from existing lines of transportation is now, however, rapidly approaching exhaustion, and a question of great present interest, and the interest in which will increase from year to year, is "what is being done with the land?" The Cereal map is an effort to answer this question.

The aim of the map is to show graphically, and separately as to each, the areas under the four leading grains in correct proportion to the whole area and to

each other. Circles in each township, drawn to scale, give at a glance the area under each grain and different colors show the variety of grain. The information has been furnished by the Provincial Governments and has been compiled from the records furnished by the crop correspondents in each Province.

The latest information obtainable has been used to give, in addition to the grain areas, the total elevator capacity at each railway station, each railway system having its own color. This elevator information is also given in a table which should be found complete and valuable.

The statistics of grain production in each Province for each grain, and from the earliest records down to last year, are given in a special table; these have been obtained from the records of the Provincial Governments.

A table is also given of the grain production of each country in the world for last year. The figures were obtained from the International Institute of Agriculture.

All the usual information, post offices, railways, topography, etc., is up-to-date.

It is intended to issue new editions each year, and, as in the case of the majority of the publications of the Department of the Interior, no charge is made. The edition covering 1910 should be published some time during the coming winter.

The circulation of this map freely throughout the business communities of Canada east and west, and as well, in Great Britain and the United States should be a distinct advantage to the country.

To be successful as a salesman, you must battle for it, just as, if you want knowledge, you must toil for it; food, you must work for it; pleasure, you must strive for it.

BRITISH ACREAGE AND LIVE STOCK RETURNS, 1910

The usual preliminary statement of the Board of Agriculture, giving the acreage under crops and the numbers of live stock in Great Britain on June 4, 1910, was issued on October 7. The total acreage under crops and grass is returned as 32,144,-

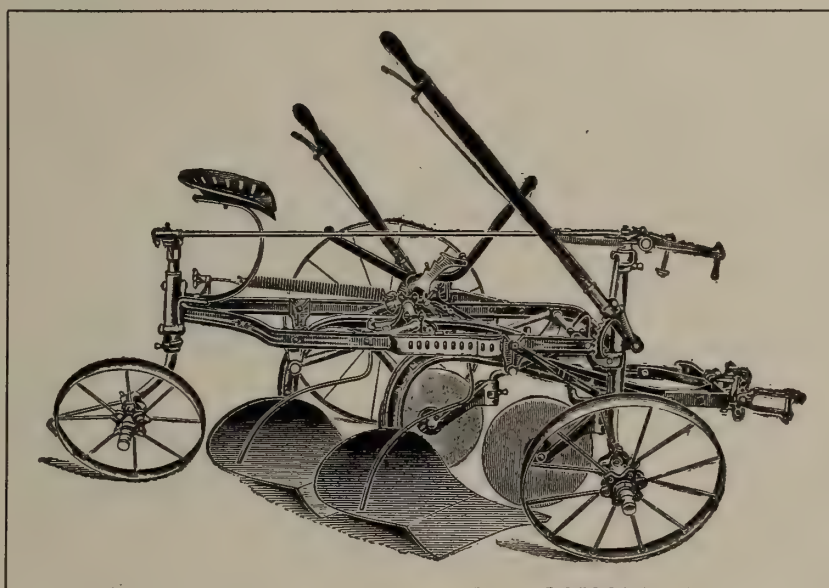
095, a further decrease of 38,978 acres as compared with last year when the decrease from the area of 1908 was 28,313 acres. The following table shows the areas under the principal crops as compared with 1909 and 1908:

Crop	1910	1909	1908	Difference between 1910 and 1909
Wheat	1,808,821	1,823,498	1,626,733	-14,677
Barley	1,728,690	1,664,386	1,667,437	+64,304
Oats	3,020,618	2,981,877	3,108,918	+38,741
Rye	48,255	55,566	—	-7,311
Beans	270,036	313,864	295,024	-43,828
Peas	168,728	183,910	163,739	-15,182
Buckwheat	4,997	4,759	—	+238
Potatoes	539,684	575,461	562,165	-35,777
Turnips and swedes	1,565,166	1,555,548	1,550,897	+9,618
Mangolds	442,779	456,490	427,772	-13,711
Clover and grass	4,156,417	4,214,575	4,421,587	-58,158
Permanent grass	17,476,871	17,452,405	17,415,869	+24,466
Other field crops and bare fallow	913,033	900,734	971,305	+12,299

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BRANDON **MAN.**

DON'T FORGET THE ASSOCIATION.

The time is approaching for the next annual meeting of the Interprovincial Retail Implement Dealers' Association, and it is not too early for those who take a live interest in the Association to put on their thinking caps and figure out some plan of action which will be of benefit to the trade with the object of introducing it to the members in session.

The membership has been very largely increased during the past year, mainly owing to the untiring efforts of James Foster, the organizer, and numerically the Association is strong enough to go after what it wants and get it. All that is needed is a few men with sufficient initiative and snap not only to suggest reforms but to carry them out, with the aid and backing of the entire membership. The Association of which this journal is the official organ has up to the present been able, not only to confer on its members—as a tangible benefit—the privilege of fire insurance at a greatly reduced rate, but it has quietly and unobtrusively taken hold of the situation in certain matters which affected dealers seriously. There are many other directions in which a strong association can do good work, and do it constantly.

One disadvantage which an association of this kind encounters in its early days is the lack of interest displayed in the long interval between meetings. It would, however, be a very easy matter for the scattered members throughout the West to keep in touch with their executive officers through the mails. A two cent stamp will carry one's thoughts a long way, and if only a score of dealers wrote once a month to an officer of the Association giving information as to trade abuses, suggesting remedies, etc., a fund of information would soon develop, forming a basis on which a special committee, for instance, could work with a definite purpose in view.

The Association is useful for what it has been able to accomplish in the past, but is bound to become still more valuable in the future. Patience is necessary in order to build up a body having for its object the betterment of trade conditions—especially when its members are distributed over a very wide area—but persistent effort and loyalty to the principles of the organization are bound to tell in the end.

One very important aspect of association work is the financial problem. In order to get members sufficiently interested to join it is necessary in the early stages to have an organizer on the road, which entails consider-

able expense. It is to be hoped, however, that it will not be necessary to personally canvass old members every time their dues are payable. If they have confidence in their executive surely they will be willing to remit the small sums which in the aggregate are so essential to carry on the work.

We would urge all those who have become members of the Association to stay with it; to consider the immense possibilities of united action for good, and to put into writing their thoughts on the subject for the benefit of all concerned. This publication welcomes to its columns all and sundry communications bearing upon the above subject, and is the medium through which the implement trade of Western Canada is kept posted on all matters pertaining to the Association, or of general interest.

Scientific Club Discuss Lightning Arresters.

The first meeting of the Scientific Club of the University of Manitoba for the present session, was held recently in the physics department of the university, Dr. McClung presiding. Professor Fetherstonhaugh, of the department of electrical engineering, read a paper on lightning protective apparatus. In the course of the paper, which was illustrated with a number of views, the various causes of lightning disturbances were first discussed. The advantages of a grounded protecting wire above a transmission line were then described, this being the only device which is used as a preventative. The development of arresters was then traced from the simple spark gap through the various stages, including the horn gap, the non-arc metal gap, and the multigap arrester with series and shunt resistances.

Finally the aluminum cell arrester was described, the great advantage of which is that the machines in the generating station are never actually short circuited, the current which flows through the arrester being only that due to the abnormal charge on the line caused by the lightning stroke. The importance of adequate protection was brought out by reference to a case where the annual cost of repairs of damages due to lightning amounted to twenty-five thousand dollars in a plant in which the total cost of the equipment protected was about two million dollars.

At the conclusion of the meeting Professor Buller showed some specimens of fulgurites, formed in sand through the vitrifying action of lightning and found recently near Brandon.

Cost of Running a Gasoline Engine.

The gasoline engine continues to gain in popularity on the farm. Manufacturers find difficulty in supplying the demand, both for stationary and traction engines, and the retail dealer is rapidly coming to the point where he sees that in his own interest he must handle one of the many reliable engines now on the market.

In the study of the economical side of farm power agricultural colleges throughout the continent are doing good work, and the following particulars from the pen of F. R. Crane, of the Illinois College of Agriculture, are helpful to those interested in the sale and use of gasoline engines.

Considering the actual fuel used in the combustion engine while at work, there is more expense incurred than there would be in a steam engine of the same horsepower doing the same work; but, for the farmer who wants a power only occasionally and wants it quick and with small attention, the gas engine, which consumes fuel only when performing work, is far superior and less expensive than the steam engine plant, which consumes considerable fuel in getting ready for work, and which also requires the constant attention of the operator. The leading fuels used in the gas engines are alcohol, coal oil (kerosene) and gasoline.

Alcohol can be used in the ordinary gasoline engine with a re-adjustment of the carbureter, allowing a different proportion of air from that used with gasoline to mix with the alcohol as it passes into the cylinder. Alcohol leaves but little deposit within the cylinder, is free from any disagreeable odor, and there is little danger from fire, but at present prices is too expensive to use.

Coal oil is a very safe fuel, but full of impurities which cause foulness within the cylinder, although this can be cared for if attended to as the occasion for cleaning arises. The present price of coal oil makes it much cheaper than gasoline.

It is well to say here that with both alcohol or coal oil we ordinarily use gasoline to start the engine and warm it up to the point where the alcohol and coal oil will form a gas sufficient for running purposes.

Gasoline is the present recognized fuel which is satisfactory and economical.

As to the comparative costs of these three fuels, we find, from reliable data given out, that under average conditions about 1 pint of gasoline will produce one horse-power per hour; 1.1 pints of coal oil will produce the same,

and 1.4 pints of alcohol gives an equal horsepower per hour, or, in other words, one horsepower per hour can be produced in a gas engine by using approximately 1 pint of gasoline, 1.1 pints of coal oil, or 1.4 pints of alcohol.

Expressed in terms of money, to produce an equal power from alcohol, coal oil or gasoline, and to have that power cost the same, using as a fuel any of the three named, the ratio of their cost per gallon will be approximately as follows: If gasoline costs 14 cents per gallon, then alcohol must cost 10 cents per gallon, and coal oil 13 cents per gallon. It is a well-known fact that under present manufacturing conditions alcohol must be sold for at least 30 cents per gallon. This being true, gasoline must go to 40 cents per gallon before present conditions will admit of the use of denatured alcohol.

Experimental data bring coal oil within our reach. A few satisfactory oil engines are now offered to the trade, and I believe that the day is not far distant when the coal oil engine will be extensively used upon the farm.

At present, the gasoline engine is the most satisfactory power which the farmer can use. This engine is used as a stationary, a portable and a traction power. The many lines of agricultural work to be done with gasoline engines are limited only by the ability of the farm manager.

Electric lighting plants are now coming into use upon the farm. Plowing is being done with the traction engine, and, for the average farms of the prairie states, this form of traction power is beginning to successfully take the place of steam.

I would advise the farmer to take a careful survey of what his conditions are, and purchase a gasoline engine of sufficient size, locate it on a strong foundation, in a clean, light space, free from dampness, if possible. Use the best gasoline and lubricating oil obtainable; take intelligent care of the engine, and do not change any of the parts until there is a certainty that something is wrong. Remember that much of the so-called gasoline engine troubles arise from the too free use of the wrench in making some supposedly needed adjustments. We believe that so far as understanding and successfully operating the gasoline engine is concerned, a person of average ability need have no fears, and there is nothing more sure than that, under present existing conditions the gasoline engine as a farm power has no equal.

Nothing is ever lost: it is found again in some other form. Such is the law of compensation.

BEST SELLING SPECIALTY

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LLOYD'SHandy Low-Down Suspension
Spring Wagon Seat.The Lightest, Handiest, Cheapest,
and Most Durable Seat on
the Market.

Implement Dealers should write the Wawanesa Wagon Seat Company in connection with handling Lloyd's Handy Wagon Seat as a side line. This is a paying proposition and an easy seller. Makes a wagon ride easier than a buggy.

For further information write the
Wawanesa Wagon Seat Co.
WAWANESA, MAN.

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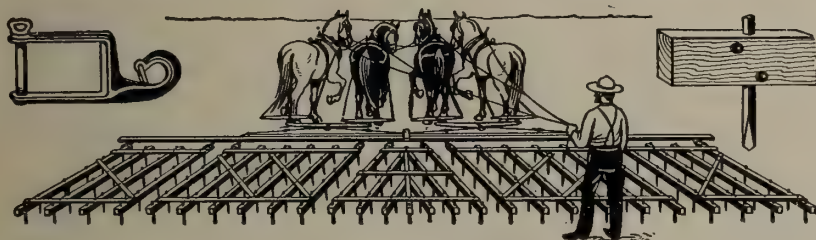
THE "TORONTO EXPRESS"

leaves Winnipeg daily at 22.10k, making connections at Toronto for all points East and West thereof.

The "Imperial Limited" leaves Winnipeg daily at 8.25k, and the "Atlantic Express" at 19.00k daily, making connections at Montreal for all points East thereof.

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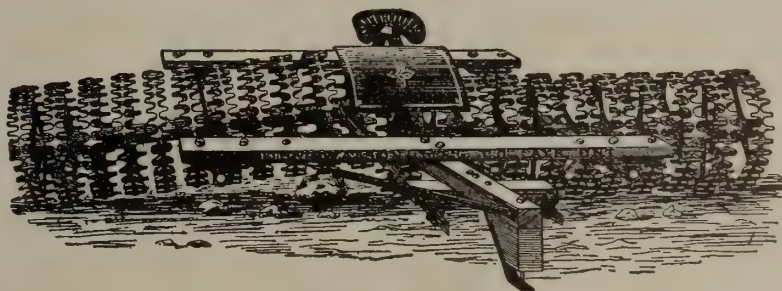


Made of seasoned hardwood—Two Rivets at every Tooth. Malleable draw clevis—correct in design and well finished. They are better than and different to others, that is why there are more of them sold in Western Canada than all other makes combined.

OUR PULVERIZERS

GET THE TRADE

Because of their flexibility and perfect design they do more and better work with less power than any others.



Made in 16 and 22 wheel sizes
The 22-wheel size is supplied with two poles and pulley hitch

Watson's Steel Boss Harrows

Are the perfection of design and strength. The tooth bars are made of angle steel and the braces of channel steel. The teeth are fastened by a simple device and cannot become loose. This harrow when knocked down occupies very little space and weighs a little less than the wood harrow. Four-horse size supplied with 149 teeth, covers 24 feet.

Watson's All-Steel Channel Harrows

IN ALL SIZES

WE ALSO HAVE A LINE OF HARROW CARTS, WITH
24, 28 AND 36 INCH WHEELS

Write
for
Particulars

John Watson Mfg. Co.
LIMITED

WINNIPEG

Wheels

At what period in the world's history man discovered that there was less friction in a rolling than a sliding motion is not known, therefore, the date of the birth of the wheel cannot be fixed. As far back as we can trace history wheeled vehicles were in use.

The ancients developed their best wheel when building chariots for purposes of war. Down through the centuries the wheel has been improved. It will doubtless continue to improve. Patents are issued every month for improvements in the construction of wheels. Almost everything that moves now goes on wheels. The office chair, the desk, the table, the bed, vehicles for hauling loads, or vehicles for transporting people. The light pony carriage, the gorgeous state carriage of royalty. The humble dray, the ponderous locomotive and the train it pulls. The street car with straps to hang on to, and the gorgeous Pullman with its luxurious beds. Whatever goes must go on wheels. As each new invention is made looking to the transportation of freight or people, specially designed wheels must also be invented. Bicycles called into use another new style of wheel. Now the automobile is demanding yet another wheel, and it will get it. If you have wheels in your head set them in motion and invent a wheel.

Case Hardening

An expert of the Colorado Agricultural College contributes to an exchange the following particulars as to case hardening which may be of interest to readers.

One of the distinguishing features of steel is that it can be hardened to a high degree. Wrought iron does not possess this characteristic. Steel contains carbon, which gives it the capability of being hardened; wrought iron contains only a small per cent. of carbon, but the iron can be subject to a process called case hardening, causing it

to absorb carbon and giving it a coating of steel on the outside, then chilling the steel thus formed.

The most simple process is to heat the iron to be case hardened to a cherry red heat, rub the surface to be hardened with a piece of cyanide of potassium or ferrocyanide of potash; it is then rapidly heated and plunged into the water. Too slow heating after treating with the cyanide will fail to produce the results desired.

Care should be taken to keep the cyanide off the hands or the fumes from the lungs, as it is poisonous.

Pieces of iron can be packed in charcoal or other materials containing carbon and heated in an air-tight box for about twenty-four hours; then plunged into cold water. The result is the same as the cyanide process. Leather, hoofs, or charred bones are sometimes used instead of charcoal.

The uses of case hardening are many; it makes a good substitute for steel in a great many cases, especially on bearing surfaces; it is sometimes used for a cutting edge, although not very lasting. It is extensively used in the manufacture and hardening of gun and sewing machine parts; also small pieces that require a hard wearing surface. Crank pins are generally case hardened.

Labor in China

How cheap labor really is in China may be imagined when one realizes that it is cheaper to keep and pay coolies than it is to have a horse of equivalent usefulness, or one might say, horse power. As a result, there are no work horses. In China a coolie can be reckoned as a machine who will do a certain amount of work per day, but he has this advantage over a machine in that the latter means a considerable initial expense to acquire, a constant repair account, and liability for serious breakage. A coolie, on the other hand, is merely hired from day to day and the employer is not responsible for depreciation, and when one is worn

out another is employed. The following table will give an idea of the remuneration to the coolie:

Occupation	Days per Week	Hours per Day	Wages per Month
Bakers	6	8	\$12.00
Bricklayers . . .	6	9	9.50
Carpenters . . .	6	9	10.00
Stonecutters . .	6	9	9.50
Cigarmakers . .	7	8	12.00
Blacksmiths . .	7	9	12.50
Machinists . . .	7	9	13.50
Tanners	6	8	5.50
Sewing Machine Operators . .	7	9	4.75
Shoemakers . . .	6	8	7.00

The Automobile Industry

The automobile industry is making great strides. Few modern industries can boast such wonderful progress. Up to the year 1895 there were only seventy automobiles built in America. The total value of these cars was \$157,500, or an average of \$2,250 each. In that year the trade sprang into vigorous life and 22,000 cars were built and sold.

The price seems to be coming down with the advancing years, for the average price of the cars sold in 1895 was \$2,250. In 1904 an average of \$2,200 was received for each car sold. During the year 1909 the price was estimated at a \$1,250 average, and according to estimates the 200,000 cars which will leave the factories in 1910 are valued at \$240,000,000 or \$1,200 each.

A wave of prosperity seems to be flowing over the land. In 1908, 55,400 cars were built, and according to authoritative figures furnished by manufacturers the output for 1909 is in the neighborhood of 82,000.

Commercial autos have not yet come into general favor as much as pleasure vehicles, but we are assured that their adoption is only a question of the proof of their reliability. Thanks to the exhibitions and contests this is practically assured and out of the 200,000 autos estimated for 1910, 5,000 will be for commercial use.

Tasteful Souvenir.

J. A. Loeppky, implement dealer at Jansen, Sask., has sent out to his numerous customers a very neat little pocket wallet, tastefully covered in red leather and containing two or three handy receptacles in addition to a useful notebook. Mr. Loeppky handles a full line of farm implements and machinery and in addition, sewing machines, kitchen cabinets and ranges

The Chigger

Who hath woe, who hath ripping of the tongue, who hath chiggers? He that tarryeth long in the grass.

O thou inscrutable, indescribable, unaccountable creation of the devil!

Thou insignificant, infinitesimal, perniciously-active atom!

More numerous than the heterogeneous ant, and ten times busier!

Thou penetratest the closest mesh of the finest-woven fabric And descendest upon the unsuspecting flesh of the innocent loungee

Seeking the comforts of a grassy nook and grateful shade, And proceedest to impimple thyself upon a yawning pore;

Which, being done, is a signal to a myriad of thy pestiferous kind

To follow and do likewise, till thy victim's entire scope

Of alabaster cuticle is changed to look like a red-tented field!

Thou boring, boresome, billionth reduction of an animated fly-speck!

With power to set two hundred pounds or more of human flesh

In quivering agony, and taxing human skill to route thee from thy anchorage!

Thou art the acme of hell's most hectoring designs—

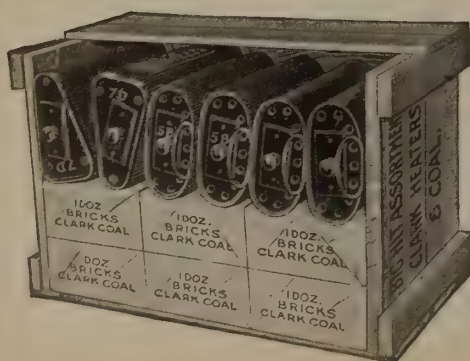
The consummate—of parasitic evil!

—C.F.H.

Never do what you would wish to undo to friend or foe.

THE "BIG HIT" ASSORTMENT OF CLARK HEATERS

Sell Fast on Cold Days



This assortment consists of the following:—

- 2 Clark "Leader" all metal heaters, 2 Clark No. 5B carpet covered heaters,
- 2 Clark No. 7D triangular carpet covered heaters with side and end ventilators,
- 6 dozen Clark brickettes, best quality.

Order one or more of these assortments now and display them when the first cold weather comes along and you will be surprised at the way in which they sell. All leading jobbers in Canada supply them. Write for our new 1910-11 Catalogue

Chicago Flexible Shaft Co., 237 ONTARIO STREET CHICAGO



FLYING MACHINES

BE UP TO DATE—HANDLE FLYING MACHINES

*The dealer who handles the I H C line of Harvesting and Haying Machines and Implements, handles a line of Flying Machines—
“They go a-flying” from the salesroom floor.*

A machine that remains unsold in a dealer's show room is an unprofitable machine to handle.

It is well known that the secret of money-making lies in turning your money over at a profit, not once a year, but many times a year.

It is for this same reason that dealers have found it a paying proposition to identify themselves with the I H C line. Experience has proved that the machines which make up this line are quick sellers. They are well known because of their past achievements. They are kept in the forefront by wide educational advertising, and farmers have confidence in their future because of the standing of the company which backs them.

I H C machines help the dealer make money because there is a demand for them already developed among the farmers of his community.

The I H C line includes harvesting, haying and corn machines, tillage implements, manure spreaders, threshers, gasoline engines, cream separators, wagons, auto wagons, auto buggies, and automobiles.

There is an I H C General Agent willing to send his blockman to talk over the I H C line with you. Get in touch with him and see if there is not some way in which he can show you how you may make bigger money in your business.

CANADIAN BRANCHES:

Brandon, Calgary, Edmonton, Hamilton, London, Montreal, Ottawa, Regina, Saskatoon, St. John, Winnipeg, Yorktown

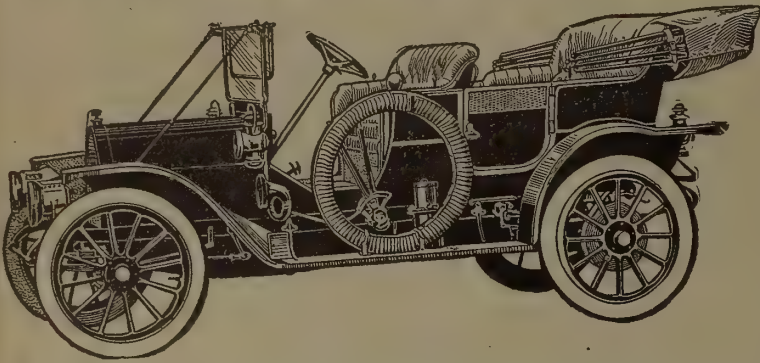
INTERNATIONAL HARVESTER COMPANY OF AMERICA

CHICAGO

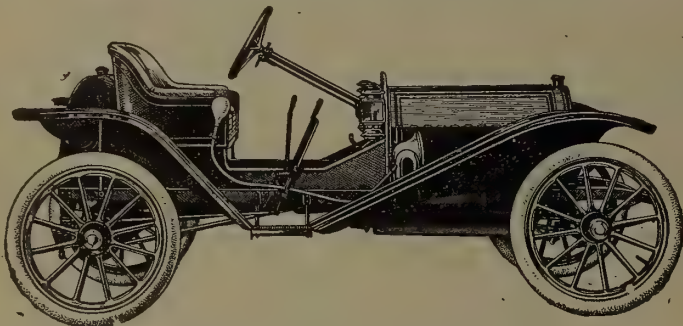
(INCORPORATED)

U S A

THE MIGHTY REO



Better than ever; which is saying a good deal—and at the right price—BETTER VALUE than offered by any in the trade



Hupmobile

The Little Hupmobile is a marvel. Made like a watch. Ask any owner of a Hupp what he thinks about it. You should see this superb little thoroughbred.

Some few good agencies still open. Get our agency proposition. It will pay you.

Joseph Maw & Company, Ltd., Winnipeg

Operating in
Manitoba, Alberta, Saskatchewan

Subscribed Capital, **\$365,000.00**
Substantial Cash Deposits with
THREE PROVINCIAL GOVERNMENTS

FIRE INSURANCE
All classes of desirable risks insured.

PURE-BRED REGISTERED LIVE STOCK INSURANCE
Protection against loss from accident and disease.

Full information on application to any
Local Agent, or
The Head Office of either Company.
INSURE WITH HOME COMPANIES

THE ALBERTA-CANADIAN
INSURANCE CO.
EDMONTON

THE SASKATCHEWAN
INSURANCE CO.
CANADA

REGINA

Wide Awake Implement Dealers

The 1911
Ontario Wind Engine & Pump Co.
CONTRACT



Insures best and most up-to-date lines of dependable Farm Machinery at right prices. Full protection on territory and our hearty co-operation—a combination hard to beat. See us or our traveller before tying up to a competitor. A Post Card will bring him. **MAIL IT TO-DAY.**

Our Lines are Leaders and Money Makers



CANADIAN AIRMOTORS
"STICKNEY" GASOLINE ENGINES
"FLOUR CITY" GASOLINE TRACTION ENGINES
WELL DRILLING AND BORING MACHINERY
PUMPS, WOOD OR IRON, AYLMER AND TORONTO
GRAIN GRINDERS, WOOD SAWS, TANKS, STOCK TROUGHS, BASINS, STANCHIONS, STALLS
AYLMER, WAGON, STOCK AND STANDARD SCALES

Ontario Wind Engine & Pump Co. Ltd.
WINNIPEG TORONTO CALGARY



Wagon Tanks

for Oil or Gasoline

Wagon Tanks

for Water

Pumps and Hose

for Oil or Water

Write for our Prices on everything
pertaining to the tank line

Red River Metal Co.

51 and 53 Aikins Street

Winnipeg

CANADIAN FARM IMPLEMENTS

VOL. VI., No. 12

WINNIPEG, MAN., DECEMBER, 1910.

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00
Per Copy, 10 cents

UNION BANK OF CANADA.

PAID UP CAPITAL-\$3,244,000 REST AND UNDIVIDED PROFITS-\$2,400,000 TOTAL ASSETS (OVER)-\$44,000,000

Hon. John Sharples, President. C. H. Balfour, General Manager.

H. B. Shaw, Asst. Gen. Manager.

J. G. Bilet, Chief Inspector, and Manager Foreign Department

WESTERN HEAD OFFICE STAFF: F. W. S. Crispo, Superintendent

P. H. Vibert, J. S. Hiam, Assist. Inspectors.

P. Vibert, Inspector of branches in Alberta.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Carrol, Clearwater, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Newdale, Niska, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg (North End Br.), Winnipeg (Sargent Avenue Br.), Winnipeg (Lozan Avenue Br.)

SASKATCHEWAN.—Adanac, Alsask, Arcola, Asquith, Buchanan, Carlyle, Craik, Cupar, Esterhazy, Eyebrow, Fillmore, Gull Lake, Humboldt, Indian Head, Jansen, Kindersley, Kerr Robert, Landis, Lang, Langan, Lemberg, Lumsden, Luseland, Macklin, Maple Creek, Maryfield, Milestone, Moose Jaw, Moosomin, Netherhill, Neudorf, Ogema, Outlook, Oxbow, Pease, Perdue, Qu'Appelle, Regina, Rosetown, Rosenville, Saskatoon, Scott, Sinitaluta, Southey, Strassburg, Stouan, Swift Current, Tessier, Theodore, Togo, Wapella, Watrous, Webb, Weyburn, Windthorst, Wisseley, Yorkton, Zealandia.

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ONTARIO.—St. William, St. Catharines.

Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.



Union Bank Building, Winnipeg.

The Great West Saddlery Co., Limited,

The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which have a world-wide reputation for being the highest standard goods on the market. For further particulars send for beautifully illustrated catalog and price list, free. Offices at Winnipeg, Man.; Calgary, Alta.; and Edmonton, Alta.

THE GREAT WEST SADDLERY CO., LIMITED.

SUN FIRE

The Oldest Insurance Office in the world

FOUNDED A.D. 1710

BI-CENTENARY 1910

HOME OFFICE: LONDON, ENGLAND

Canadian Branch, Sun Building, Toronto, H. M. Blackburn, Manager.

AGENTS WANTED IN UNREPRESENTED DISTRICTS

The Dominion Bank

HEAD OFFICE: TORONTO.

Capital Authorized | \$5,000,000

Capital Paid up | \$4,000,000

Reserve funds and undivided profits \$5,379,000

Agents and Branches throughout Canada.
A General Banking Business transacted.
Special attention given to Savings Accounts.

Savings Bank Department

In connection with each Branch.

Winnipeg Branch:

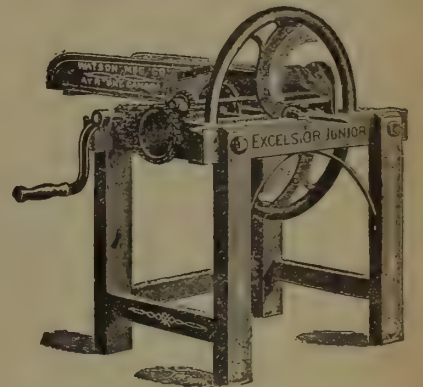
F. L. PATTON,
Manager.

G. R. HERON,
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Time For Straw Cutters

We have the largest line of Straw Cutters in the West. They are equipped with stop, start and reverse levers, best English knives.

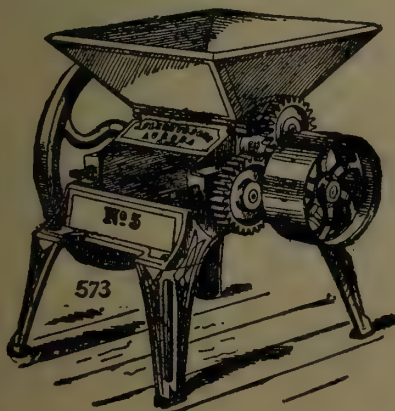
Made at Ayr, Ontario.
Write for prices and Catalog



Our Prices
Are Right

John Watson & Co. Limited

WINNIPEG



Roller Grain Crushers.

Two Roller and Three Roller Machines in different sizes.

Crush all grain for horses—improve the horses' condition, and save money.

FAMOUS

"Rapid-Easy" Grinders

Do more work with same power than others!

Largest line made in Canada and in sizes to suit all powers.

Thousands upon thousands sold in Canada, and are selling more largely today than ever before.

QUALITY COUNTS.

JOHN DEERE PLOW CO. Ltd., Sole Agents

WINNIPEG REGINA CALGARY EDMONTON

J. FLEURY'S SONS, Aurora, Ontario, Canada.



Ideal Double Action Galvanized Force Pump

This Pump is superior to anything on the market, is simple in construction, and cannot get out of order. The cylinders work instead of the plungers; no packing box, therefore no leakage. Valves and valve seats brass—no rusting—holds the water. One cylinder can be worked with windmill leaving the other free for hand. Sizes 3 and 3½ in. cylinders. We guarantee this pump and will replace any part found defective.

Among other lines we handle Melotte Cream Separators, Cotton Duck Threshing Belts, Waders, "Ideal" Gasoline Engines, etc.

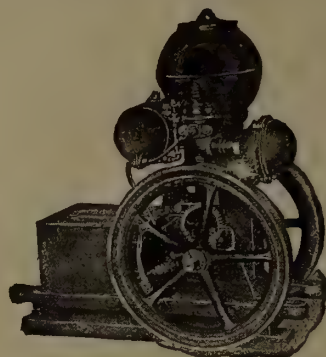
MELOTTE CREAM SEPARATOR CO., LTD.

312 Ross Ave., WINNIPEG.

The *Manitoba* Line for Big Profits

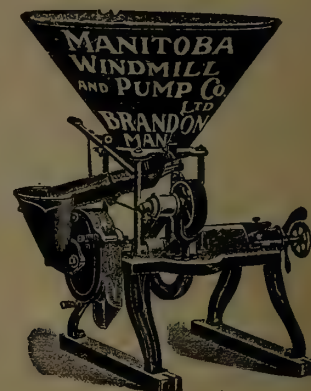
Largest makers of **Wood and Iron Pumps** in Western Canada. A Pump for every service, single or double acting. Send for special pump literature describing complete line.

Save the freight and duty charges. Buy direct from the Manufacturer.



7 h.p. Vertical Hopper-Cooled.)

We manufacture Gasoline Engines in all sizes from 2 to 25 horse power. **Vertical, Horizontal, Stationary and Portable**



Made in sizes 6 to 12 in. Does lots of work with little power.

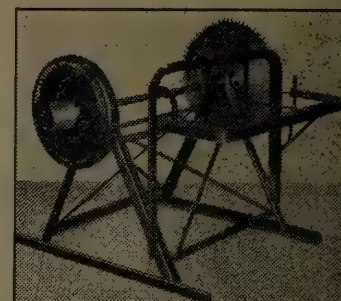
GET OUR 1911 CONTRACT AND DEALERS' PRICES AND SECURE THE BUSINESS

Manitoba Windmills are known to every dealer in Western Canada. They are the easiest selling windmills in the world. **Strong and Reliable.**



Made in the West for the West. All sizes —Power and pumping

Manitoba All Steel Saw Frames are strong and rigid, evenly balanced, and will run with little power.



THE MANITOBA WINDMILL AND PUMP CO., LTD.
BRANDON, MAN.

Box 301

SUPERIOR HOOSIER KENTUCKY.

Always have held first place

There is a good reason

They meet every requirement.

Superior Disc Harrows on wheels.

Nothing like them

Work like a charm

Send for Catalogues.

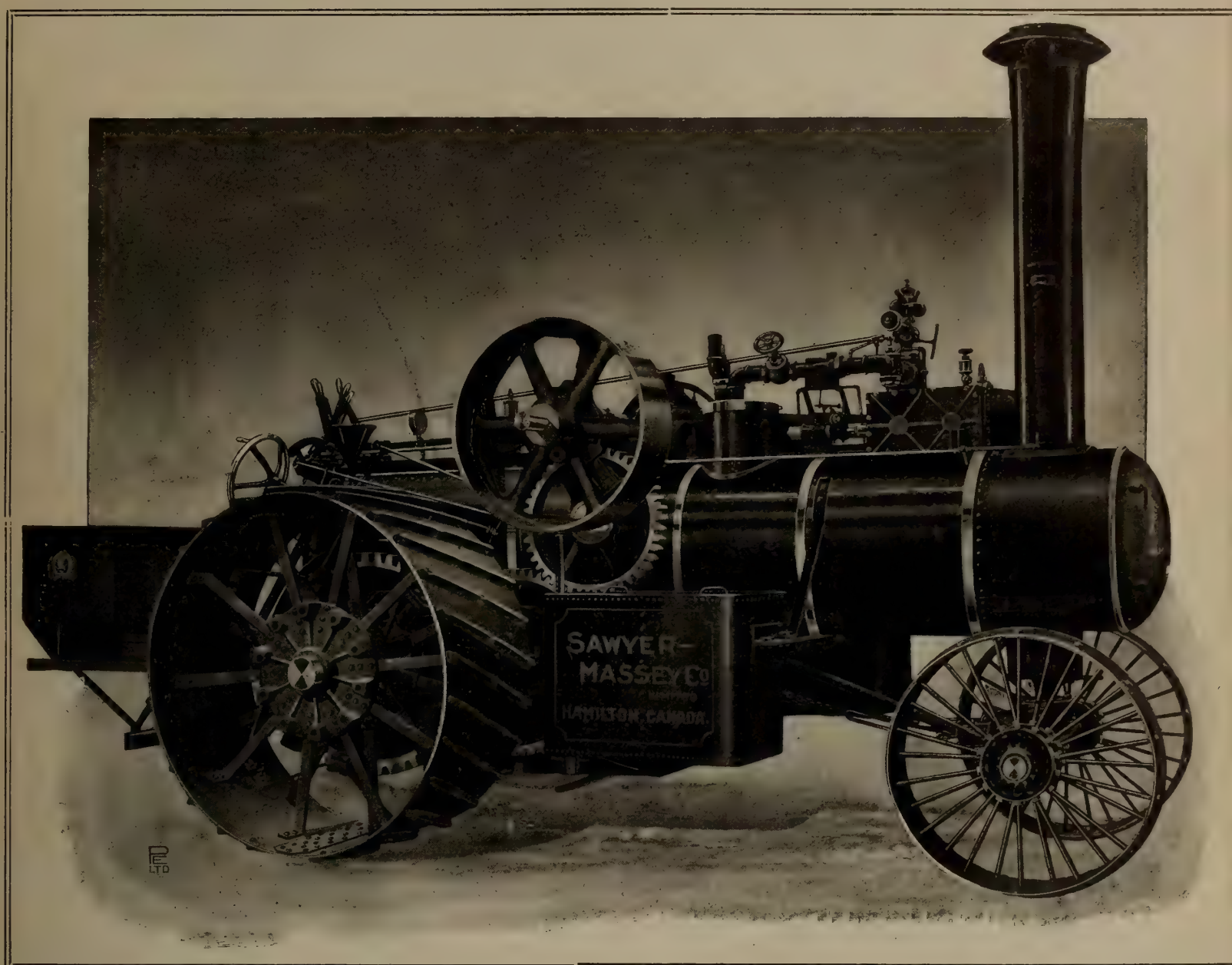
The American Seeding-Machine Co.
Incorporated

King and James Sts.

Winnipeg, Man.

GRAIN DRILLS

The Embodiment of Tractive Power



Manufactured in the following sizes—22, 25, 27, 30 and 32 Horse Power. All 1911 Sawyer-Massey Engines will pass the Saskatchewan and Alberta Boiler Inspection Acts, giving them the highest rating on steam tractions sanctioned by either Provincial Government.

Sawyer-Massey Traction Engines

possess phenomenal strength and pulling power. Every feature has been built to bear severe strains without excessive weight. If you desire to make money and obtain a reputation for handling reliable machinery

You should get the Sawyer-Massey Agency

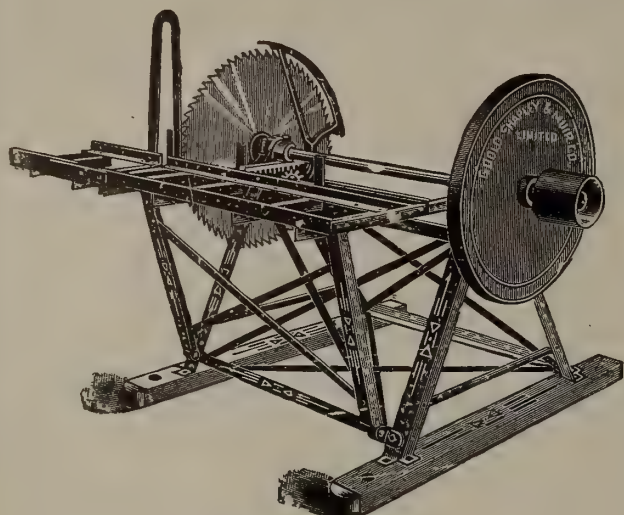
We are open to contract with the best in each district, and you should make prompt application in order to secure the agency.

Our Agency Contract gives you control of the sale of these Engines, and the famous Great West Separators, and also of two of the best Gasoline Tractors now on the market, viz:—The "Ohio" Tractor, manufactured by the Ohio Manufacturing Co., Marion, O., and the "British Colonial" Tractor, Marshall, Sons & Co., Gainsborough, Eng. The conditions of our agency contract are as favorable for the selling agent as those of any other good company.

Sawyer-Massey Co. Ltd., Winnipeg, Man.

IDEAL Gasoline Engines and Windmills

Maple Leaf Grinders, Brantford Steel Frame Wood and Pole Saws
Iron Pumps, Wood Tanks, Concrete Mixers, Etc.



Steel Frame Wood Saw

Also built with pole attachment with balance wheel placed so that any length of pole can be handled

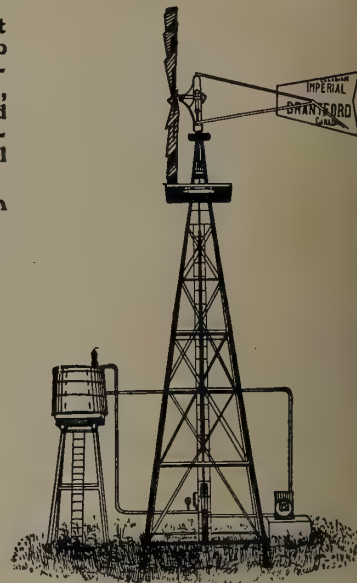


Maple Leaf Grain Grinder

Thousands of these Grinders are giving the best of satisfaction

Ideal Gasoline Engines adapt themselves to every power job on the farm. They are wonders for Efficiency, Durability, Reliability, and are guaranteed in every detail to be constructed of the very best material and by skilled workmen.

Stationary or mounted, from 1½ to 50 h.p.



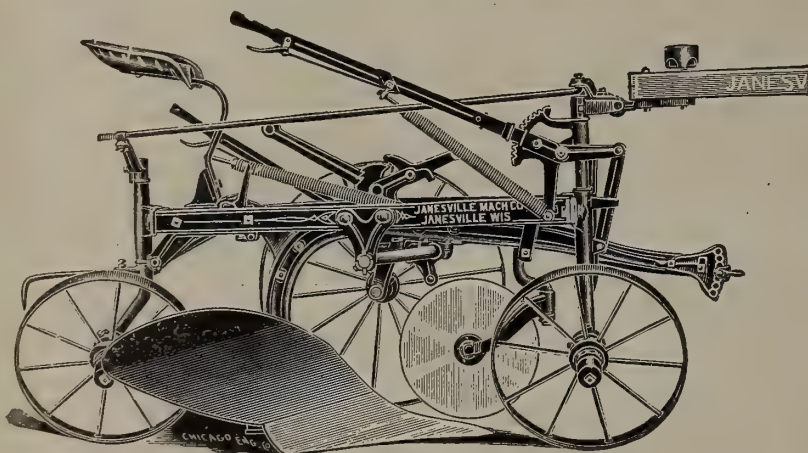
"Imperial" Pumping Mill is the mill that beats the world.

WRITE FOR CATALOGUE OF OUR PORTABLE AND TRACTION GASOLINE ENGINES

GOOLD, SHAPLEY & MUIR CO. LIMITED

FACTORY: BRANTFORD

230 PRINCESS STREET, WINNIPEG



Janesville Sulky Plow

Janesville Riding Plows

Have proved their merit by winning prizes in plowing matches in the U. S. Last September the **Janesville Plows** took the Sweepstakes Prize in the Wheatland, Ill., Plowing Match, in which there were 31 entries, and also the Sweepstakes prize in the Big Rock, Ill., Plowing Match, in which there were 19 entries.

The original single bail plow, combining high lift, foot lift and horse lift in one patented device which has never been approached by other makers for ease of operation and good work.

JANESVILLE PLOWS have many Superior Features

All bottoms and shares of the same size are interchangeable.

The Janesville self-levelling device holds the heel of the plow up until the point has reached the proper depth, then allows the heel to drop to normal position.

The foot lift is attached to the bail, not to the beams. This prevents pulling against a centre and permits lifting of the plow to a much higher point.

The bottoms are balanced between two springs, thus giving a very easy lift, and being hung on a single bail, they are almost absolutely independent of the frame.

Janesville Hallock Weeder successfully cultivates all Crops.

The Janesville Machine Co., Mfrs., Janesville, Wis.

SOLE CANADIAN AGENTS:

THE AMERICAN SEEDING MACHINE CO. (Inc.)

WINNIPEG

MANITOBA.



CARRIAGES, HARNESS HORSE CLOTHING &c., &c.

REMEMBER The difficulty you experienced last season in getting a supply of Harness.
THE . . . Demand will be greater next Spring.
PLACE . . . Your orders Early
TO . . . Insure an early Delivery.
BUY . . . Freely to insure against a short supply.
YOUR . . . Past experience will convince you of the necessity of acting upon these suggestions.
HARNESS . . . Prices will not be any lower next Spring than now.
AND . . . Should the demand continue to increase you will undoubtedly pay a higher price.
CARRIAGES too, will be in greater demand than ever, and indications point to an early advance in price.

WITH COMPLIMENTS OF THE SEASON

Heney Carriage and Harness Co. Ltd.

MONTREAL, P.Q., and WINNIPEG, CAN.

Rob the Thunder- storm of its Terrors

The danger from lightning is not imaginary. It scares people who are brave under all other circumstances. During the past few months the damage to property and loss of life by lightning has been very serious, and there is no shadow of doubt that

This Loss might have been Prevented

by installing a scientific system of lightning arresters which divert the electric flash harmlessly to the ground. During the months of May to August inclusive, 115 buildings were struck by lightning, causing a damage in 52 cases of \$118,835. During the same period 18 persons were killed and 25 injured by lightning.

It is beyond all doubt that this damage to property and loss of life within the building might have been averted if they had been protected by

The Townsley System

THE CANADIAN LIGHTNING ARRESTOR AND ELECTRIC COMPANY



We Wish You
A Merry Christmas

and if you handle the Townsley System of Copper Cable Lightning Arresters, we assure you of a profitable new year.

When in Winnipeg give us a visit and see our wonderful Lightning Demonstration. We can convince you that protection against lightning is a necessity.

**We want hustling dealers
to handle our goods**

OFFICES & FACTORY
199 MAIN ST.,
WINNIPEG . . . MANITOBA
CANADA

GUAR-
ANTEED

PRO-
TECTION

99%

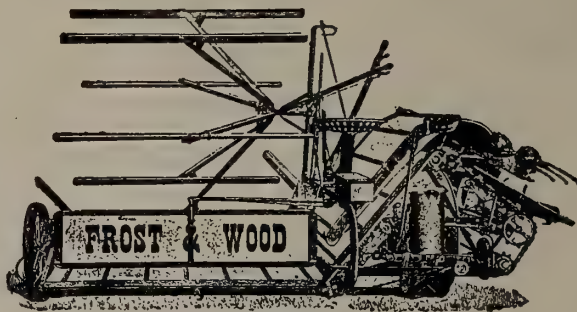
PURE

COPPER

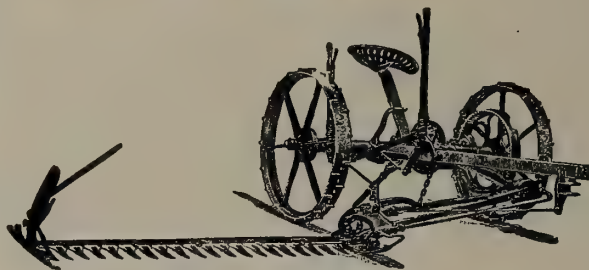
Here is the Line of Harvesting Machinery that can bring you Big Business for 1911

Don't wait till next fall, but write our Western Agents at once, and make arrangements to handle the Frost & Wood line for 1911. It needs no competitive arguments to sell our Binders, Rakes, Mowers, Cultivators etc., because they now have an established reputation all through Western Canada and are favorably known to the majority of farmers.

Quality is the key-note of the Frost & Wood Line. We make sure



Improved No. 3 Binder



Standard No. 8 Mower

that every piece of machinery leaving our factory has undergone the inspection of men who understand exactly what work Western conditions demand.

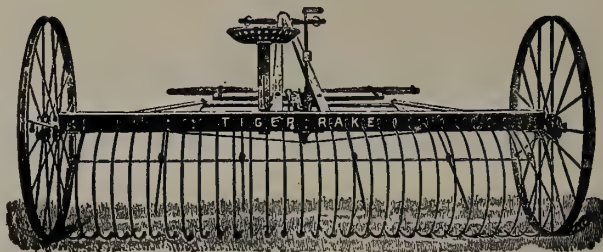
Then to help our Dealers, we keep continually advertising the merits of our goods to the farmer in all of the important agricultural papers of the West,—so that quality and wide publicity bring business to the man who handles our implements.

FROST & WOOD

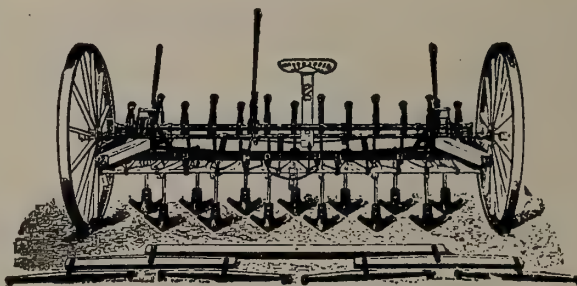
Farm Implements

Would you like to know about many of the clever devices on the machinery we turn out? There's our Binder for instance. Write our Agents for booklet and read about the eccentric sprocket wheel, and then you will know why the Frost & Wood Binder discharges better sheaves easier than other binders on the market. Remember too, that our Binder can handle all kinds of grain, light or heavy.

Then take our latest Mower, This is the machine that cuts immediately the farmer starts his team and drops the bar—no flying start or backing



Tiger Rake



Climax Cultivator

up required to start our Mower working, because we build our gears on the internal principle, which prevents lost motion.

These are only a few of the many exclusive features of Frost & Wood farm implements not found in any other line, all of which mean better work, cheaper work and a saving of horse-flesh for the farmer. This is the line you ought to represent to make 1911 a complete success. Drop a line to our Agents today and get the Agency for your neighborhood.

Sole Agents for Western Canada

COCKSHUTT PLOW COMPANY LIMITED WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

Why you should be a Cockshutt Dealer

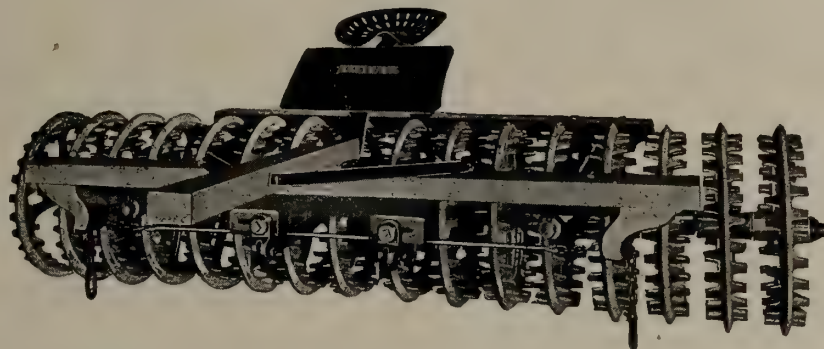
Quality and superior mechanism are words that have never been played with in describing Cockshutt Farm Implements. When it has come to the actual test—when they have come into competition with other lines—Cockshutt Implements have proved their superiority.

Look at our Engine Gang record. Both at breaking and in stubble the Cockshutt Engine Gang has demonstrated in all parts of the West that it has no equal for efficiency, strength and durability.

Bear this fact in mind, for there will be a big business in Engine Gang plows during the next 12 months, and if you represent our line in your neighborhood you will command practically all of that trade.

Same with our seeding machine. The frame of the Cockshutt Drill is supported by a heavy I beam which runs along the entire length of the frame and thus prevents the machine from sagging. You can make preparations for a big spring trade in Cockshutt Drills, (Single Discs, Double Discs or Drag Shoes) if you represent our line.

Cockshutt Farm Implements



Cockshutt Combined Pulverizer and Sub-Soil Packer—(Fully Protected by Letters Patent.)

The illustration in this advertisement is another tribute to the superior mechanism of Cockshutt Implements. This is our new Combined Pulverizer and Sub-Surface Packer. Notice that instead of a smooth surface the wheels have a V-shaped flange, so that besides crushing the clods, these flanges pack the sub-surface several inches deep, thus leaving a perfect surface mulch and yet conserving the moisture lower down.

Another new departure in this latest production from the Cockshutt factory lies in the wheel spokes, which have been considerably strengthened. This will be found very advantageous on rough, stony land, preventing breakages, and more weight is thus given to the wheels.

From the large number of sales we have already made of this new machine, we believe it will be in great demand throughout the West during the coming year.

Write us to-day for Agency.

COCKSHUTT PLOW
COMPANY
LIMITED **WINNIPEG**

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

Made in Canada by a Canadian Firm that knows what Machinery the Western Farmer needs



NEW JEWEL GANG—Built entirely of Steel and Malleable Iron.

One of the strongest features that has ensured the success of Cockshutt farm implements throughout the western provinces is the fact that they are manufactured by a firm that has made a critical study of the varying soil conditions of our country, and is making implements to meet each particular need. Many implements of the Cockshutt line sold

in the east are never seen on the western market and vice-versa, and it is this specialization that enables the farmer in every part of Canada to buy Cockshutt implements particularly fitted to his needs.

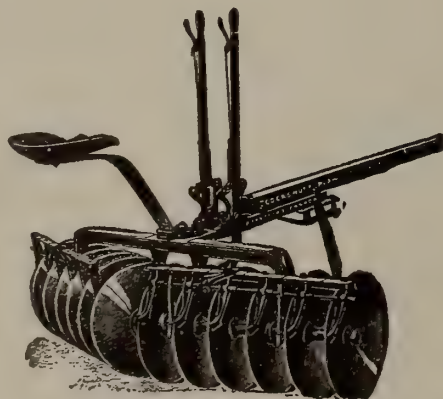
Cockshutt quality starts at the beginning—from the selection of the raw material—and runs carefully through each step of manufacture, ending with the finished product which calls forth the highest character of draftsmanship and mechanical skill. The dealer who sells any Cockshutt implement, not only gives his customer the finest material and workmanship it is possible to obtain, but he gives him more material (as instance our plow shares, which are heavier than those of any others on the market), features which go to ensure greater strength, greater durability and better work.

COCKSHUTT Farm Implements

embrace a complete line required by the farmer from one year's end to the other. Our plows have a great reputation in the west—our Engine Gang Plow being acknowledged and proven to be the finest in the country. The Cockshutt Disc Drill is the strongest and most accurate seeding machine in Canada. Then there is the

well-known Cockshutt-Frost & Wood harvesting machinery which we represent in the Western Provinces, besides such other old established lines as Adams Farm Wagons and Sleighs, Brantford Carriages and Cutters, "Wonder" Fanning Mills, Kemp Manure Spreaders, Hoover Potato Diggers, Aspinwall Potato Planters, Admiral Hay Presses, etc., etc.

In wishing all Dealers the compliments of the season we urge those who desire to represent the finest line of farm implements in Canada to



No. 1 OUT-THROW DISC HARROW.



COCKSHUTT ENGINE GANG—Made in 5, 6, 7, 8, 10 and 12 Furrow Frames.

WRITE US AT ONCE FOR AGENCY

COCKSHUTT

PLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. VI., No. 12

WINNIPEG, MAN., DECEMBER, 1910.

SUBSCRIPTION PRICE IN CANADA } Per Year, \$1.00
Per Copy, 10c.

THE MAN IN THE SHACK

By WILBUR D. NESBIT, Estevan, Sask.

HE is swarthy and brown from the glow of the sun
And the world does not dream of the work he has done,
For the world has its heroes of pomp and parade
Who are honored because of the waste they have made,
But this man drives the desert and wilderness back
By his brain and his brawn, does the Man in the Shack.

Where the prairie stretched bare in the summer's hot glow
Or was weary and drear in the shroud of the snow
He has builded his shack; he has pitted his toil
'Gainst the silence and space that would make him their spoil,
And our civilization is wearing a track
To the line that is set by the Man in the Shack.

He is rough, he is crude—but the world where he lives
Is but rough and but crude in the life that it gives,
With the wind sweeping down with a fury that jars
And the night with its lonely array of the stars—
Yet he does not make moan over what he may lack,
But looks out on his conquest—the Man in the Shack

Aye, the Builder, the Doer, the Winner of Ways!
He is shaping a realm with the toil of the days,
And no hero of old had a sturdier heart
Or more nobly performed what he saw as his part;
And the future he bears on his sinewy back—
Here's a hail and a health to the Man in the Shack!

Steam Plowing in 1871.

The accompanying illustration is reproduced from the London Graphic of April, 1871, and in these days of traction plowing is interesting as a comparison with modern methods. In describing the machine the Graphic says that the maker of the traction engine was R. W. Thomson, of Edinburgh, while the double ended plough was the invention of the Earl of Dunmore, who was the first to recognize the great value of the traction engine in farming operations and requested Mr. Thomson to make him one specially adapted to that purpose. With this he at once set to work experimenting with happy results on all kinds of farm labor, ploughing, cultivating, pulling tree roots, going to the railway station with luggage, hauling heavy timber, cutting hay and straw, bruising oats, working saw mill, threshing, pumping water, etc. Brought into competition with horse labor it came out triumphantly, both in the amount of work done and its cost, and then Lord Dunmore determined to try it at the special labor which stood first in his catalogue, that of ploughing. In this the engine was less successful than in the other work, and the fault was found to be not in the steam horse but in the plough, which was unfitted for the new method of traction. Lord Dunmore then determined to invent an implement to suit his engine. Many forms were tried and found wanting, but at last success was attained in the three-furrow balanced plough, which was exhibited at Dunmore in the presence of the committee of the Royal Highland and Agricultural Society and a number of farmers, and put through its paces.

The piece of land chosen for the experiment lay beneath the tower of Dunmore, and had been un-



The Pioneer Steam Plow Outfit.

touched by the ploughshare for forty years. To add to the difficulties of the task there had been a heavy fall of rain, rendering the ground unfavorable to the traction engine. The signal, however, was given, engine and plough started smoothly and easily, and turned a clean, straight furrow 6 in. deep and 10 in. wide, which even excelled those which had been made close by in the same field by some double furrow horse ploughs for a prize competition. The trial was a great success, and Lord Dunmore was heartily congratulated by those who witnessed it.

With regard to the cost of

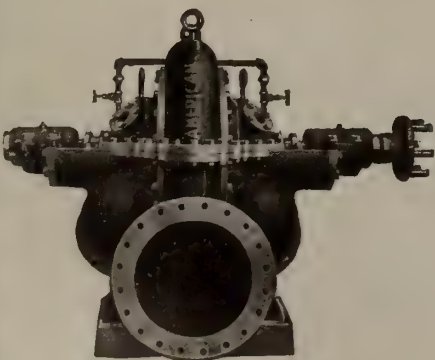
ploughing by steam, a careful calculation, providing for wages, fuel, wear and tear, and interest on original outlay, shows that five acres may be ploughed in a day at a cost of 19s 9d (\$4.80).

The traction engine, valuable as it was as an agricultural implement, still gave incomplete results without the addition of this plough; with it we may conclude that we get as much and as great a variety of work out of the engine as we can well want, and for this result we have to thank Lord Dunmore, whose staunch belief in another's invention has ended in his becoming an inventor himself.

New Zealand Labor Party.

A name well remembered in Western Canada implement circles is that of T. J. McBride, who about twenty years ago, was the manager of the Massey Manufacturing Co. in this territory and was a leading Winnipeg citizen. Mr. McBride, when in this city, was a strong advocate of social reform, and in his present home at Christchurch, New Zealand, he has followed up this work with great enthusiasm. He is a leading member of the New Zealand Labor Party, a Socialistic organization which

THE STANDARD by which OTHERS are JUDGED



is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type. Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



hopes to duplicate in New Zealand the success of the Australian Labor Party, and he is the author of a pamphlet entitled "New Zealand's Industries and Private Profits," which is being distributed throughout New Zealand as a campaign document. The pamphlet is devoted to the amplification of the platform of the New Zealand Labor Party.

This platform is as follows:—

Immediate Nationalization of Monopolies: (a) Establishment of state ferry service and state collieries; (b) establishment of competitive state factories.

Land Reform: (a) No further sale of crown lands; (b) leasehold tenure, with right of renewal and periodical revaluation every 21 years, except for heavy bush and swamp lands; (c) tenants' absolute right to improvements; (d) limitation of area, based on value, to ensure an equitable distribution of our lands; (e) resumption of native and other lands for closer settlement on renewable lease; (f) increment tax on all land sales to

secure to the state all socially-created values; (g) the retention and direct operation by the state of sufficient land to meet the demands of the national food supply; (h) increased graduated land tax.

Currency Reform: (a) Establishment of a state bank with sole right of note issue; (b) cessation of public borrowing, except for redemption of loans and completion of works already authorized by Parliament.

Electoral Reform: (a) Abolition of legislative council; (b) proportional representation on single transferable vote; (c) initiative and referendum; (d) parliamentary franchise to apply to the election of all local bodies; (e) full political rights to all state employees.

Industrial Reform: (a) "Right to work" bill; (b) insurance against unemployment; (c) extension of state labor agencies and abolition of private registry offices; (d) a maximum eight-hour day, a six-day week, with a gradual reduction to a forty-hour

week; (e) statutory preference of employment to unionists; (f) equal pay for equal work for male and female workers; (g) amended workers' accommodation act; (h) amended workers' compensation act; (i) amended conciliation and arbitration act; (j) the prohibition of labor under contract; (k) legislative minimum wage.

Taxation Reform: (a) A graduated income tax based on scientific principles, with a super-tax on unearned incomes; (b) a graduated absentee tax.

Education Reform: (a) The maintenance of a free secular and compulsory state educational system from primary school to university; (b) uniform school books printed by the government and supplied free of cost.

Social Reform: (a) Pensions for widows and orphans and state assistance in maternity; (b) right of the people to restrict or abolish the liquor traffic by bare majority vote at local and Dominion option polls.

Trade Negotiations Favorable.

At the conclusion of the meeting of the Canadian and United States trade negotiators on Nov. 10 the following statement was given to the press by Hon. Mr. Fielding:—"The conference between the representatives of the United States and Canada on the subject of improved trade relations terminated to-day. The conference began on Saturday, the 5th instant, and was continued on Monday, Tuesday and Thursday. The whole discussion was of the most frank and friendly nature. While no conclusion was reached, the ground was cleared for a further conference, which will be held in Washington, probably early in January. The members of the conference, Messrs. Hoyt, Pepper and Foster, representing the United States, and Messrs. Fielding and Patterson, representing Canada, separated with a strong hope that on the resumption of the conference at Washington an arrangement can be reached.



The "BT" Stanchion

THE "BT" LINE

INCLUDES—

LITTER CARRIERS
STANCHIONS
HAY TOOLS
RACK CLAMPS

WATER BOWL
STEEL STALLS
SLINGS
LOAD BINDERS, etc.

It is a clean line. You have no second-hand stuff to dicker with and the profits are large.

Dont contract for any of the above lines until the "BT" man calls on you. Our goods are superior to all others and our prices just as close.

Now is the time of year to sell Litter Carriers and Steel Stabling. If you haven't an agency, write us at once for catalogues and exclusive selling right for your district.



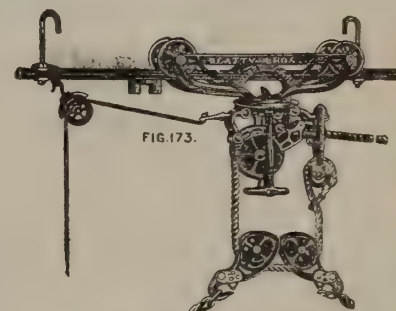
FIG. 82

The "BT" Rack Clamps

BEATTY BROS.,

Brandon, Man.

Head Office and Factory: FERGUS, Ont.



The "BT" Sling Car



The "BT" Litter Carrier

Hero Grain Separators

SOLD ONLY THROUGH
THE TRADE

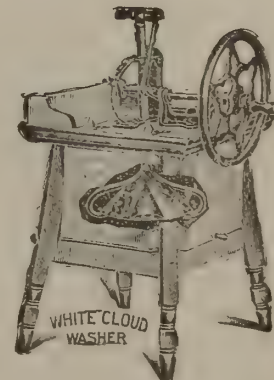
Hero White Cloud Washing Machines



A Grain Separator without an Equal.

The Hero has proved itself by years of service. For reliability and efficiency no other separator can compare with it. Cleans oats from wheat thoroughly. Built of the very best materials obtainable under the supervision of an expert. Satisfaction guaranteed to every user. Repeat orders come as a natural sequence if you handle the Hero specialties. They bring more business, more profit, and build up a reputation for the dealer by their sterling qualities.

The most perfect, simple and durable washer ever offered to the public. The best on the market by long odds. Constructed of highest quality materials by skilled workmen. Nothing to injure garments, simply forces suds through the fabric. A few minutes does the trick. No rubbing; quicker work with less effort than any other machine. Made of sheet metal—10 to 50 pounds lighter than the other kind. Can be operated either standing or sitting.



The Best Washing Machine made in America

Send in your Order NOW we can SHIP PROMPTLY

HERO MANUFACTURING CO. LTD., Winnipeg

THE STORY OF AN ARKANSAS DAIRY FARM.

Wm. R. Lighton, in Saturday Evening Post.

Aren't you sorry for the homemaker who, after years and years of joyful fussing and tinkering, works up to the point by-and-by where he pushes his hat to the back of his head, takes a long, anxious look all around, then calls his Laura into conference, finds that even she can't think of a single thing she wants added or rearranged, and at last is constrained to murmur, in deep awe: "Well, there, by hokey, she's finished!" Nothing more to be done—not another brush stroke, not another thrust of the spade, not another lick of the hammer. Finished!

Come to think of it, I've never known a homemaker to get into that fix—not a real homemaker. Have you? But we've seen homes here and there, haven't we, that appeared dangerously snug and shipshape—a subtle menace that the dread thing might happen, sometime, to somebody? If it should ever come about, wouldn't that be a solemn moment? Solemn as death. Little, old Alexander let out a moan that has echoed for centuries, because he thought the raw material for conquest had petered out. But his were

only the limitations of ignorance; nothing to compare with the blighted state of mind of the man who knows to a dead certainty that the home he's dreamed of, prayed for, slaved for, put his very heart and soul into, has been brought to full and flawless completion. Honestly, now, wouldn't that be fierce? There'd be nothing for a real homebuilder to do then but sell out and begin over.

My Laura and I have talked of that, often and often. We've been married twenty years; and from the first we've wanted a home. Our ideas have been almost uncannily harmonious. This home must be none of your ready-made affairs, conventional, undistinguished, lifeless, but a home of our own in the fullest and freest sense — one born of our mated genius, embodying ourselves.

PLANS FOR THIS IDEAL HOME.

It must be a place of sweet security for our children; a place of smiling delight for our friends; a place whose every wall, whose every line, whose every window and every nook and every generous space should be full of the elusive charm of individuality; a place that would slowly fill with

kindly associations and gentle memories; a place that would endure, not for a day, but for generations, growing and gaining all the time in richness and grace; a place——

Well, there; that'll do for a starter. Doesn't that sound fine? You can see what we are driving at. Dear, oh, dear, what a glorious time we had a-building it, in our younger days—conversationally! Reams of fair paper we've drawn over and put gravely away in our portfolio for future reference—now a sketch for an inglenook; again a bit of roof-line; again a suggestion for a casement, or an arch, or a porch. Gallons of oil we've burned, brooding over pictures and stories of others' performances, fondly agreeing how much braver and better our own would be when we got it. But, lest we should give one another needless pain, one point was always delicately slurred over in these eager planings—the utter impossibility of fulfilment. We lived in a part of the country—Nebraska—where a few feet of pine board for a pantry shelf cost half a day's pay. We knew perfectly well that this big, generous idea of ours would cost a sight of money in the realization — fifteen or twenty thousand dollars for a good running start. We didn't have the price; and so we continued mere-

ly talking it over; getting piles of fun out of that, but having the gayety of it always toned down by a sigh.

And now this home is actually begun. Not a substitute, not a grudging compromise, but the real thing, just as we've seen it in our visions. We've had no windfall, either. Nobody has "come across" in a will, or otherwise. Nothing has happened out of the ordinary in our fortunes. It's just a case of Mahomet going to the mountain. That is to say, we've moved from high-priced Nebraska to a place where the materials for homemaking may be got without sapping one's life out in the process.

We're in Arkansas.

We've made a start, I say. We shall never finish. That's the beauty of it. If we live and work at it for a million years we sha'n't be in the least danger of the horrid melancholy of having our occupation gone. It's no trifling, baffling little town lot we're working with, but a fine, wide-spreading farm of one hundred and twenty acres, every acre crammed chock-full of possibilities. A life time might be spent on any one of a hundred nooks and beauty spots, doing things to it, fixing it up. We're rioting in the joy of knowing that we can never, never, never get to the end. There, as we see it, is the secret

This Is What Interests You About

SHARPLES TUBULARS, The World's Best Cream Separators.



Tubulars are twice as easy to sell as any other cream separators.

One reason is because Sharples Dairy Tubulars produce twice the skimming force of other separators, which enables them to skim twice as clean. That gives the farmer a profit he cannot get with any other machine. When you explain that to a farmer, you touch his pocket and he sits right up and takes notice.

Another reason is that Sharples Dairy Tubulars are free from inside contraptions and are, therefore, many times easier to clean than other machines. That makes the farmer's wife sit up and take notice.

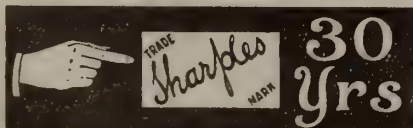
When you get both the farmer and his wife interested in practical superiority, you can count on a sale.

Now why don't you sit up and take notice—and handle Tubulars, the same as other wide awake, successful dealers everywhere are doing? Tubulars are later than, different from, and vastly superior to all others. They are so good that we guarantee them forever. We made the first cream separators manufactured on this continent.

The manufacture of Tubulars is one of Canada's leading industries.

Heavy advertising all the time.
Dealers only. Write for particulars
or ask to have a traveler call.

The Sharples Separator Co.,
TORONTO, ONT. WINNIPEG, MAN.



of happiness—the lure of continual achievement in something worth doing, and not the stodgy satisfaction of final accomplishment.

Arkansas? Yes, sir, Arkansas. On the White River Valley, right in the heart of the Ozark Mountain country. Oh, I know what you're thinking: Arkansas! Why not Kamchatka, or Patagonia, or Afghanistan? If they had to go out of the world, why didn't they pick some place with the charm of real remoteness? But Arkansas!" That's the way we felt about it, too, when Arkansas first became one of the chances. That was because we didn't know a blessed thing about it—no more than you know yourself, right this minute. It's been the fashion, this long time, to poke fun at Arkansas, to think of it as one of the by-spots of earth, unregenerate, unreclaimed, and not worth reclaiming at that. All sorts of jokers and talemakers have taken a crack at it, making it out a comical place.

It's a land of incomparable beauty, of infinite charm, of limitless opportunities. We're spotlessly happy here; and the happiness is going to last. What more could a body ask? The marvel is that millions of others haven't found out this Eden. Here it's lain waiting, years and years, while the home-hunters have been ransacking the earth. But they've passed by on the other side.

Never mind how we happened to Arkansas. That doesn't matter. But one shining March morning we awoke in Fayetteville. Our first look out of the window at the hotel was curious, amused and, it must be confessed, rather superior. We didn't half expect to like it. But that first look, long drawn out, sobered us. Then we turned and looked at one another.

"Why, it's beautiful!" we whispered.

Before us lay a town of quiet, tree-grown streets, wandering easily over low-rolling hills. Across a little hollow rose the sedate walls of the State University buildings. Beyond, melting away into the fresh spring distances, spread the glories of the Ozarks, opalescent with a hundred thousand changeful lights and shades. The tonic crispness of a quarter-mile altitude set our blood tingling. The spell was on us before we left the window. You've heard of the old-fashioned folk who would be transported instantaneously into the state of mind they called "conviction." Well, that's the way it was with us. If there's any other spot to be compared with this for looks it's the Connecticut Valley.

After breakfast we sought the real-estate man who had coaxed us to the country. He was none of your sharps, but a gentleman born, kindly, shrewd, sympath-

etic. To him we laid bare our desires:

"We want a farm absolutely in the rough, so that we shall pay for just the land value, and nothing for improvement made by somebody else, which we sha'n't like. We want to improve to suit ourselves. The place may be anything from forty acres to a quarter-section; but it must be beautiful—hills, and woods, and water, and a broad outlook. And not too expensive."

He smiled indulgently, as if he had heard folks talk like that before.

"There's a farm I've got that might suit you," he said, "if you really want a raw one. We'll drive out to it."

THE FARM IN THE ROUGH.

Just a mile from the public square we came to our home. We knew it for ours at the first glance, before we'd passed through the rickety wire gate. A

tangle of blackberry briars met us at the line of the old rail-fence. A couple of dogwood trees, smothered in bloom, thrust their branches into the carriage. A mirthful little brook frolicked chuckling over gray stones. It was crystal clear. In Nebraska, every rill runs thick with black mud. We had set our hearts on a limpid brook. Under towering elms, sycamores and walnuts the ground was thick with violets and windflowers. In the deep heart of the hollow a spring came up at our feet, clear and cold.

The air of Araby was not more richly spiced than this. Laura pressed my arm.

"What a park this spot will make!" she whispered. She didn't say "would make," you notice; she said "will make." We were of one mind. It was all settled before we'd gone a hundred yards. The rest of our looking around was just a matter of form.

The more we looked the more we were confirmed. The farm was skirted by a horseshoe of oak-clothed hills, open to the south, giving perfect winter protection. A gentle slope descended to the river, three-quarters of a mile away; and beyond, stately, massive, magnificent, rose the crests of the Boston Range. Far and near, whether we took it in ten-mile sweeps or patch by patch, the prospect pleased.

There were no improvements. Years gone, in that more prosperous Southern day "before the war," this had been a well-cared-for homestead of the best type; but fire had swept away the buildings; neglect had followed the fire; and between them they'd made a pretty mess of it. When we found it, it was in the hands of a native tenant farmer who had his multitudinous family stabled in a shabby, weather-grayed cabin of axe-squared

Prestige, Profit and Satisfaction in Selling DE LAVAL CREAM SEPARATORS



Every DE LAVAL Cream Separator that is sold anywhere in the world brings prestige, profit and satisfaction to the man who sells it. Likewise does it bring profit and satisfaction to the man who buys it. DE LAVAL business methods and established policies coupled with the superiority of DE LAVAL machines will permit of no other result.

**Selling De Laval Cream Separators
is like selling
Government Bonds**

— they are both absolutely safe. The DEALER in either is handling the safest and best of its kind. These are the short, simple truths about DE LAVAL Cream Separators.

Another season for active separator work is now at hand. Agency applications are cordially invited and will be given prompt and careful consideration.

The De Laval Separator Co.

Montreal

Winnipeg

Vancouver

poles, mud-chinked. Three or four other crude shelters, thatched with poles or cornstalks, served for the lean mules, the cow and the hens; and one, most pretentious of the lot, a ruined old log house, held what remained of last year's corn and fodder. This tenant was cultivating about fifty acres, in three widely-separated fields. He had picked out just the easy spots. As for the rest of the once-cultivated land, it had become an impenetrable jungle of every manner of bush and brier that ever put forth leaf—wild plum, hawthorn, cedar, blackjack, mulberry—all laced tight as a drum with fox-grape and ground ivy, and matted underneath with the ubiquitous blackberry. At the back, rising above the lower levels, was forty acres of oak and hickory timber. That suited us, down to the ground. Do you remember the Christmas scene in *Pickwick*, with the heart of the picture a great, roaring log fire? So we had prefigured things. And in Nebraska—note the inevitable comparison—the man who sports an open wood fire big enough to be seen by the naked eye has been marked by the gods as a special favorite. That's why the hearth fire has been the living centre of our scheme—no little parsimonious blaze of husbanded kindling-wood, but a pile of cord-sticks, each bulky as a man could handle, massed in a blaze a dozen could gather round, with nobody crowded for elbow-room.

MAKING A REAL BEGINNING

And here I sit, right now, before one of those very fires, with the three kids sprawled out on the hearth-rug getting to-morrow's lessons, and with Laura snugly dozing in her corner. And think of this, you anxious house-

holder: In the prairie country it cost us one hundred and fifty dollars to make a poor pretence of keeping warm through a long, harsh winter; and last winter it cost us eight dollars and fifty cents for the labor of cutting and bringing down ten cords from our woodlot. That forty acres will suffice us forever, wisely managed. Wood and water—these are the essentials to farm comfort. We found three brooks zig-zagging across our farming land.

"Well, is this raw enough?" quizzed our conductor. He seemed to think the joke was on us.

"How much?" we asked, without levity.

He told us that we might have the farm for twenty dollars an acre—which, he laughed, was only about fifteen cents apiece for the possibilities. Then, growing sensible, he assured us that in soil character the farm was one of the best in the district, as we could see for ourselves when we got back to town and looked at the soil survey maps. Eighty or ninety acres we would find cultivable—more than that, if we wished to put vineyard or orchard on the hill slopes. Where the fields were cleared the surface showed a deep, loose, sandy loam with a friable, deep-red clay subsoil. Loose stone was everywhere, from mere pebbles to young boulders that would make a hefty lift for a strong man. But that didn't dismay us. We had our own notions about what we'd do with that stone. We had come from a country where such stone was shipped in by rail for four hundred miles, and was worth no end of money when it got there. And we got ours just for the cost of moving it across half the width of the farm and getting it out of the way.

"All right, we'll take it," we said. "Don't you dare show us anything else. This is ours."

A month later we moved to Arkansas, bag and baggage. That was in April of 1908. We went straight out to the farm, pitching camp on the spot that had first captivated us. Tents sheltered us. There was no other refuge.

We could not undertake much in that first season. The tenant, a lean-shanked, fox-faced Hill Billy, had already begun the year's crop work, and looked on us as rank intruders. He would not yield an inch of his cleared ground for our use, on any reasonable terms; only grudgingly did he grant us room enough for our camp. Until crops were gathered we would be constrained to give ourselves to planning and to working on some of the waste places. The year was lost to us in care of the fields.

Good fortune stayed with us, though. The site we had picked upon for the house and buildings lay outside the cultivated ground, in the heart of a thicket dense as a canebrake. Here, thrilling with eagerness, I set to work with brushhook and axe, clearing a space, with unaccustomed hands, while from their haunts in the hills the squatters gathered, perching about me in a ring, expectant as buzzards. It had been noised around the settlement that a rich stranger had strayed in, and already the Billies were snapping their beaks, whetting up their appetites for fresh meat.

That's been the one taste of wormwood in our cup down here: the fret of trying to break even with native hired labor. The stranger is reckoned legitimate picking. These fellows will work

for one another for fifty cents a day, and take their pay in salt "side meat"; but from the alien they demand thrice that pay, in cold cash, testing every coin with their snuff-stained teeth.

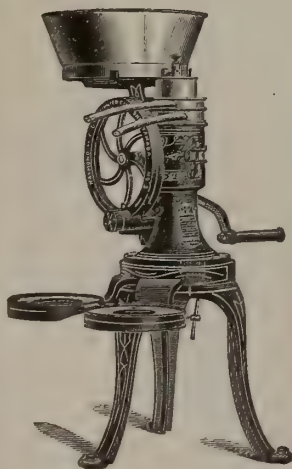
Well, there they loafed, half a dozen of 'em, whittling, spitting, showering impudent questions and making disparaging criticisms, waiting for me to play out. I was bound I wouldn't; I was going to finish that job myself, if it was the last act. Did you ever try to swing a brushhook in a six-foot high mat of blackberry brambles? This mat had been undisturbed for a score of years, at least, till it had become as the great-grandfather of all the blackberry patches: dead canes of other ages inextricably woven among the living, tied all together with thirty-foot long strands of thorny ivy. At every stroke of the hook the spiked whips lashed across my face and shoulders, clutching and tearing, hanging to my clothes, piling hip-deep about me. The Inquisition at its cruelest had no peskier torment. I was mad enough to cry, blistered, bleeding, racked with backache. But give up? Not in a hundred years! The first stroke on the making of the home was to be done by no other hand than mine. And by-and-by there was a half-acre cleared.

Guess which building came first. It was the henhouse. Thoroughbred poultry was to be one of the features of the farm—

Continued on page 46.

RAYMOND

The name "RAYMOND" has stood for a line of high-grade goods for the last half century.



National Cream Separators are made to last, having few parts they are easy to turn, and are perfect skimmers. It is an easy seller, guaranteed, and there is a splendid profit in them.

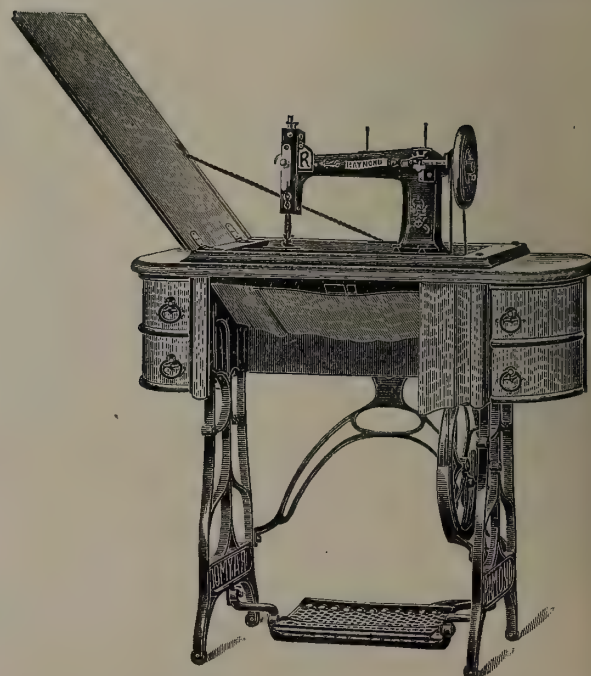
Raymond Sewing Machines, known from one end of Canada to the other as the leader in their line, have all the most up-to-date features known to the sewing machine world. Ten years' guarantee. Why not handle the best?

Write for Agents' Terms, Etc.

RAYMOND MFG. CO.
OF GUELPH, LTD.

80-82 Lombard St.

Winnipeg



Our Lady of the Snows.

Snow is moisture suspended in the atmosphere crystallized into geometrical forms, or frozen into granules or irregular particles. It forms within the clouds at varying heights, depending chiefly on the latitude, degree of cold, etc.

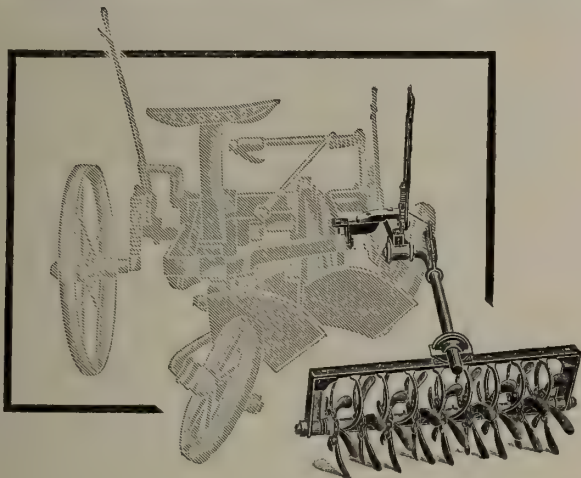
The production and fall of snow occurs over a large portion of the earth's surface, and is an important factor in many ways. The whole aspect of Nature is changed by the white snow blanket, and it serves the useful purpose of conserving the inner heat of the earth. Vegetation is also protected from the intense cold of northern regions by snow. Even where deep snows occur they do not form a serious impediment to travel or commerce so long as the temperature remains low enough for traffic to compact the snow into a road bed. Under these conditions a track once made affords a highway over which far greater loads can be hauled on sleighs than on ordinary wheeled vehicles. In the lumbering business full ad-

vantage is taken of the snow fall to haul enormous loads of logs through the forest trails, and a thaw is the lumberman's worst enemy in the busy season.

Some of the manifestations of snow, however, are far from beneficent. The sudden melting of deep snow sometimes causes serious inundations and its accumulation in railway cuts often causes a temporary blockade of travel. A heavy fall of damp snow occasionally accumulates so thickly on telegraph and telephone poles and wires that they break beneath its weight. Snow slides from the steep sides of mountains sometimes bury and destroy whole villages, entailing loss of life and valuable property.

In the prairie provinces the covering of snow is of inestimable value to the farmer, supplying, as it does, a considerable proportion of the moisture in the spring to make the land ready for cultivation and seeding.

The best way to get rid of the fellow who wants to give advice is to give it to him first.



TAKE A GOOD LOOK AT THIS HARROW

It is the one that created record breaking sales the past season. There is no secret about how this was accomplished.

NATIONAL ROTARY HARROWS ARE BUILT RIGHT

On scientific principles. Design, Material, Construction, Workmanship, every part from start to finish has been worked out with an eye single to the highest efficiency and durability. We would like to mail you HARROW FACTS. Just send us your name and address on a post card.

TUDHOPE, ANDERSON & CO., LTD.

Winnipeg, Regina, Saskatoon, Calgary



Fulton's Improved Sub-Surface Packer



Fulton Improved Sub-Surface Packer
(Patented June 29, 1909.)

The 24 wheel size is 12 feet in length and weighs 2,300 lbs. Wheels are 26 in. in diameter. Rim is $3\frac{3}{4}$ in. deep. Note the Weight Boxes, for loading the machine to suit different soil conditions. Look at the hitch. A close hitch makes a light draft.

Modern Methods

This implement has been specially designed with a view to meeting the requirements of up-to-date, scientific farming. After many years of experimenting in the field and laboratory, it has been conclusively proven that the ideal seed bed is that where a close connection is maintained between the loose soil particles and the solid earth beneath the furrow.

Conserve Moisture

The **FULTON SUB-SURFACE PACKER** penetrates to the full depth of the furrow, compresses and crushes down the soil and thus ensures capillarity, or in other words, allows the moisture of the deeper strata to rise to the level of the young plant roots.

Avoid Drifting

The action of the wedge shaped wheels is highly beneficial in preventing the soil from blowing, for their effect is to leave a series of depressions having smooth, firm sides. Such a surface offers far greater resistance to the high winds of the prairies than does a soil which is merely pulverized to a loose dust.

Money for Dealers

You can make no mistake in offering your trade an up-to-date, scientific implement, which will increase crops and make satisfied customers. Write for further particulars.

THE FULTON HAS MADE GOOD.

Western Farmers endorse it.

Sold exclusively by:

Canadian Moline Plow Co.

WINNIPEG.

HARROW CLOSE BEHIND THE PLOUGH.

The great secret of farming where the rainfall is limited is to take advantage of every drop of the life-giving fluid, and, as far as possible, prevent it from evaporating.

Every farmer knows that moisture is more readily absorbed and retained on land which has been deeply plowed and thoroughly harrowed, therefore the use of the harrow immediately behind the plow—more especially when the soil is moist—will check evaporation. The harrow pulverizes clods far more easily when they are fresh turned than after the sun and wind have dried and hardened them, so that there is not the least doubt that the right time to harrow is as soon as possible after the plow has turned the furrow.

There was a time when this procedure was not so easily accomplished, for it entailed either the use of an additional team on the field, or delaying the harrowing until plowing was finished.

Thanks to the foresight of up-to-date implement manufacturers, these two operations so essential to successful farming can now be accomplished simultaneously. There are now on the market plow attachments which enable the farmer to harrow while he plows, and thus give the soil an ideal treatment at the most favorable time.

The opinion of Western Canadian farmers is practically unanimous that a dust blanket is essential to the proper conservation of moisture, not only on the land to be put under crop immediately after plowing, but also on summer fallow. To get a sufficiently fine mulch for this purpose with the least effort the land must be cultivated immediately after it is turned up, and harrowing while

plowing accomplishes this with the least expenditure of energy and at the same time saves tons of moisture in each acre which would have evaporated had the soil been left in furrows for a few days during the hot, dry weather.

It will be seen that the possession of a plow harrow attachment must be a great advantage to the farmer who is desirous of making his fields yield to their limit, and we believe implement dealers should thoroughly investigate this modern, labor saving tool, which can be made to give a handsome profit both to the dealer and the farmer.

Care of Farm Implements.

The arrival of snow should remind many farmers throughout the west of the various farm implements that are still out in the fields left to the mercy of the wind, snow, frost and other climatic conditions that play such havoc with machinery. In spite of the fact that the value of the machine shed has time and again been pointed out by experimental stations, trade journals and private farmers, there are still many sections of the west, and right at home in Manitoba, too, where binders, mowers and rakes, not to mention plows, may be seen in spring in the exact place at the edge of the field where they were left some dark evening the fall before. There they had remained all winter and early spring, buffeted by the wind, storm and rain, and yet the owner is surprised that his machinery does not last him as long or work as well as his neighbor's, who takes the trouble to haul his imple-

ments into the barn or machine shed as soon as he has finished using them for the season.

The following figures collected by Thomas Cooper, a special agent of the United States department of agriculture, should be of interest on this point, and while perhaps some of the machines are quoted at a lower figure than what they cost in Canada, it shows all the more reason why greater care should be taken of machinery in Western Canada. Mr. Cooper figures that an average 160 acre prairie farm can be satisfactorily handled with:

Implements—	Cost.
1 binder	\$130.00
1 drill	110.00
1 harrow	15.00
1 gang plow	65.00
1 walking plow	15.00
1 mower	50.00
1 rake	20.00
1 disk	33.00
1 wagon complete	80.00
1 fanning mill	30.00
1 buggy	75.00
1 bob sleigh	40.00
Total	\$663.00

The number and the kind of machinery will, of course, vary somewhat with the lay of the land, the kind of soil, the kind of crop grown and the weather. Many farms, however, yield a maximum profit with less machinery, and a few more, but the average implement investment is from \$600 to \$650.

Use, time and neglect are the causes of ruin of farm machinery. The first is excusable, the second is unavoidable, and the third is unpardonable. Neglect does more harm than use and time put together. It is the chief element of depreciation.

Statistics from many farms show a great difference in the efficiency and life of farm implements when kept in a machine

shed or left in the open, as Mr. Cooper shows from the following figures:

	Shelt- ered. Years.	Unshelt- ered. Years.
Binder	12	6
Drill	14	8
Harrow	11	6
Plows	13	10
Mower	13	7
Rake	14	9
Disk	13	10
Wagon	20	14
Buggy	15	8

Annual Depreciation.

	Sheltered	Unsheltered
Binder	\$11.60	\$23.50
Drill	8.60	15.00
Harrow	1.50	2.65
Plows	6.20	8.10
Mower	3.85	7.20
Rake	1.80	2.80
Disk	2.70	3.50
Wagon	4.00	5.75
Buggy	5.65	10.60
	\$45.90	\$79.10
		\$45.90

Difference in depreciation each year \$32.20

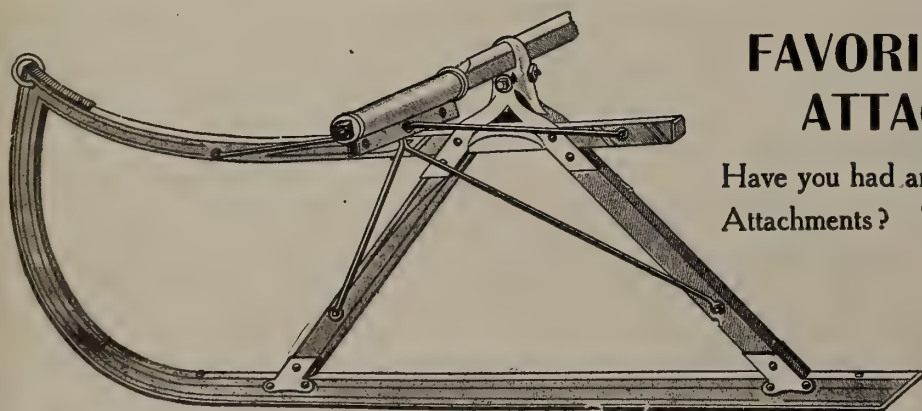
So obvious is the teaching of these figures that at a glance one is able to see the loss entailed by those who leave their machinery in the open. There are many cold windy days during November, before the extremely cold weather sets in, which could be very profitably spent in housing all the machinery and giving each implement a good overhauling. Repairs should be made right away where needed, and a liberal quantity of oil and grease used after a thorough cleaning, so that everything will be in readiness when required next spring.

Moline Plow Co. Increase Capital.

At a special meeting of the stockholders of the Moline Plow Co., held at Moline, Ill., it was decided to increase the capitalization of the company from \$7,000,000 to \$9,000,000. It was deemed necessary to add \$2,000,000 of additional capital in order to make provision for future expansion. The Moline management expects to shatter all records for volume of business during the coming shipping season.

Case T. M. Co., Make Aeroplanes.

The J. I. Case Threshing Machine Company, of Racine, Wis., which recently took over the selling agency of the Pierce Motor Company, will engage in the manufacture of aeroplanes. The new department will be under the supervision of Lewis Strang, who has taken charge of the Case company's racing crew, and with the Case energy back of them will make a place for themselves in the aeroplane field.



FAVORITE RUNNER ATTACHMENTS

Have you had any of our Favorite Runner Attachments? They are made in two sizes: No. 2, for $\frac{3}{4}$ and 1 inch axles; No. 5, for $1\frac{1}{8}$ and $1\frac{1}{4}$ inch axles.

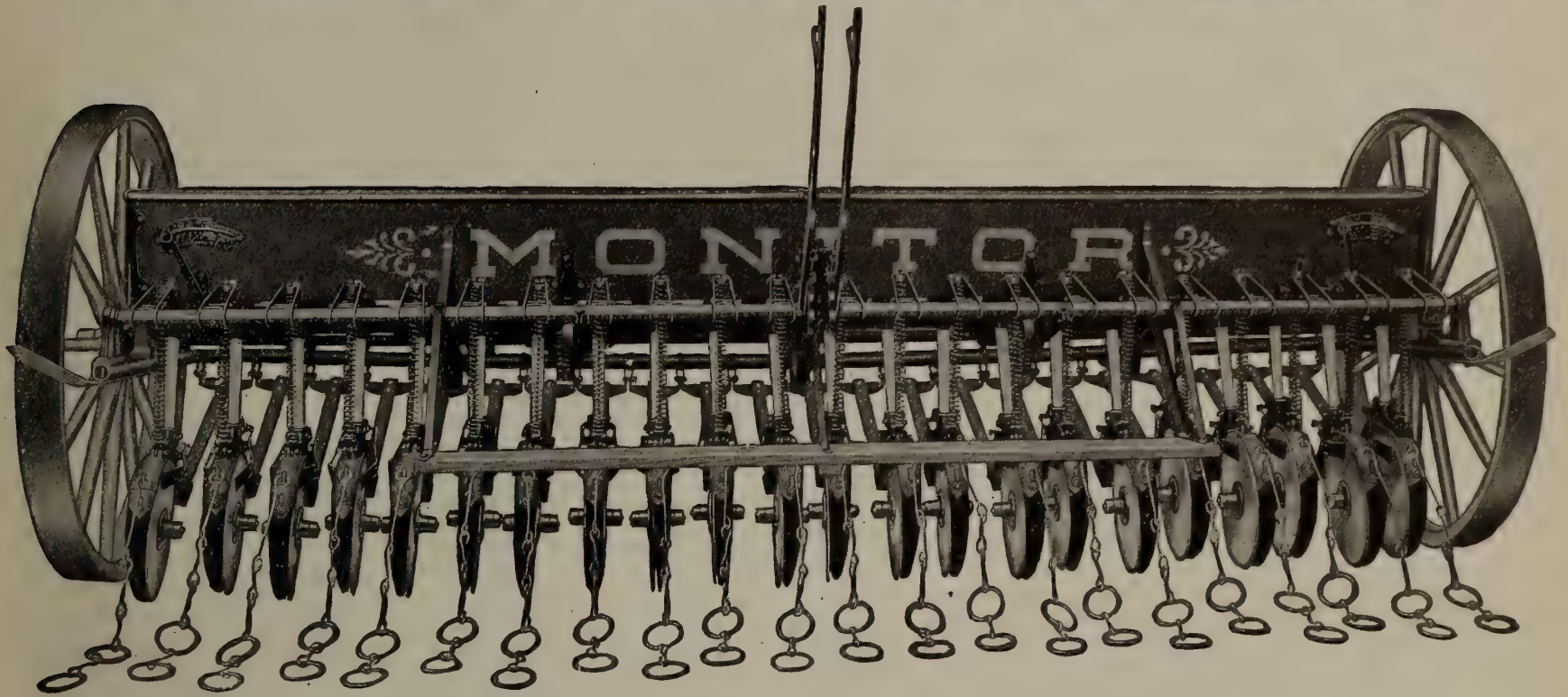
These will change a buggy to a sleigh in a very few minutes. There is good profit in them for you. Try a few sets.

OUR STOCK IS VERY COMPLETE

D. ACKLAND & SON, LTD.

67-73 HIGGINS AVENUE, WINNIPEG, MAN.

MONITOR DRILLS



Furnished with either Single Disc, Double Disc, or Shoes, in Six to Twelve Foot Sizes.

Increase your Drill Trade

BY HANDLING A DRILL THAT WILL ACTUALLY
INCREASE CROPS AND SAVE SEED

Monitor Double Disc Drills are approximately one-third lighter draft than any other machine.

They are the only Drills that cannot be clogged either in mud, gumbo, or adobe soil, or in weedy or trashy ground.

They are the only Drills that will put all the seed in the bottom of a clean, wide furrow at an even depth, in two rows, and cover it with a uniform amount of earth, by reason of which they require one-fifth less seed to be used than is required by other machines.



They have increased, and usually will increase, the yield of wheat from three to seven bushels per acre (and other grains in proportion).

Wheat grown from seed sown by them will grade higher, and consequently bring a better price than if grown from seed sown otherwise.

These are a few of the reasons why Monitor Drills are easy to sell.

Send for our Catalogue, it tells a story of absorbing interest to Dealers.

CANADIAN MOLINE PLOW CO.

WINNIPEG

AN EARLY STRAIN OF RED FIFE.

Paper Presented at the First Annual Meeting of Canadian Seed Growers' Association, Regina, Sask., by Geo. L. Smith, Saskatoon, Sask.

In the summer of 1902 I was walking through a crop of Red Fife wheat, which was almost ready for the binder, when I noticed a stool of wheat showing extra fine heads. I plucked three heads, each showing 8 rows of seed, and passed on, admiring my find. When I was advised to preserve this seed and plant it, the proposition looked good enough to be worth the trouble, and the rapid increase from this seed was a great surprise to me. From these heads I took 169 grains which I dibbled in the garden in 1903. As the ground was rich they stooled heavily and the heads came true to the type of those selected. This plot produced three pounds of seed.

In 1904 I sowed this seed on a plot of summer fallow very thinly, and secured 260 pounds. As thin sowing means extra stooling and consequent delay in development, I was surprised to find this plot was ripe as soon as the crop alongside, and I began to better appreciate this seed since it promised to be an early strain. This was cut down to an even four bushels, which I sowed in a five-acre strip of summer-fallow, the balance of the field being sown at $1\frac{1}{4}$ bushels per acre. The result was that the selected strain ripened six days ahead of the main crop and threshed 40 bushels per acre, while the main crop gave only 35 bushels. The most striking incident in connection with this test was that the selected wheat was cut before frost, while the main crop lost two grades by frost.

In 1906 I sowed 145 acres of this wheat, and though this crop was not so heavy I threshed over 5,000 bushels of wheat, the product of the one grain which produced the three heads selected from my crop in 1902.

In 1906 I was visited by Mr. Newman, secretary of the Canadian Seed Growers' Association, who advised me to more defin-

itely establish this wheat by hand selection, but the gophers destroyed my selected plot in 1907 and no more selection was made until 1908. I shall certainly continue to make hand selections year after year, and develop this strain to the best possible degree of excellence.

So far I have only sought to fix the short, plump type of head, but I think it possible something might be done to get an advantage in earliness by selecting the first developed heads each year.

Looking over my farm notes for 1907, I notice the following: 'Finished wheat cutting September 6; much of the wheat in the district at this date still quite green.'

During the season this wheat was sown thinly I find it ripened in 121 to 125 days from date of sowing, but for the four years—1906-1909—the average was 105 days, and the average yield for the five years—1905-1909—23 bushels per acre. I have asked some reliable farmers in other parts of the province to test this wheat along with the common Fife, and I find they get the same results. Mr. Dow, of Ruddell, reports cutting this wheat in 1908 in 107 days, and in 1909 fully a week ahead of the common strain. Mr. D. W. Lasher, of Floral, reports 6 days earlier than Red Fife; ripened with Preston, but a better yield than either common Fife or Preston, and in the wind storms of 1908-09 appears to have suffered less damage from shelling and breaking of straw than either of the others. I noted also last year that my crop shelled less than crops of common Fife alongside.

As to the quality of this grain, I think it at least equal to any other. Last year three-quarters of my wheat graded No. 1 hard. I have exhibited this winter for the first time, and my exhibit at the Saskatoon fair weighed $65\frac{1}{2}$ pounds per bushel, and scored

high enough to promise a good record at the grain show in Regina.

In closing I scarcely need refer to the great advantage that a few days earlier ripening may mean to the crop of the Northwest, especially if this can be gained without loss to the reputation our wheat holds as the best milling wheat in the world.

Development of Indian Corn.

Indian corn, which is now the main agricultural product of the United States and one of the principal crops of the world, wherever food stuffs are grown, has never been found in a wild condition and was not known to Europeans before the discovery of America.

Cartier, the famous French explorer, helped harvest the crop when he landed at Hochelaga (now Montreal) in 1535. The pilgrim fathers came across extensive corn fields at Plymouth in 1620. The Dutch, at about the same time, visited Iroquois Indian villages located snugly in the centre of waving corn fields. But it was left to Columbus to give the new grain a name. He called it "Mahiz"—after the natives of Hayti. Later generations corrupted this name to "Maize," and it is by this name that corn is known in every country outside of the United States and Canada. But the Indian corn of those days was far from the Iowa and Ontario corn of the present time. In the Smithsonian Institute at Washington is a specimen ear taken from a Peruvian grave eleven feet deep. The kernels are thin and pointed, overlapping each other like popcorn. The ears are short and not completely covered. In fact, it is only in recent years, by careful seed selection and modern methods of cultivation that the full, long or round kernel which now gladdens the hearts of the rich corn growers of the Middle West has been possible.

The evolution of this growth was slow. In the early days the white settlers copied the Indians,

planting their corn with a stick and trusting to natural conditions to bring the ear to maturity. Later they hilled it and hoed it while it was maturing, and still later they started to enrich the soil either by manure or phosphates. Then, with the opening of the Great West, this cereal which had been a little brother to wheat, oats and cotton, suddenly became king over night. The crop was announced to be half a billion bushels; the following year a billion, and 5 years ago the world was startled with a two-billion estimate, and it was rumored that farm mortgages had disappeared from the face of the earth. Then this year (1909), when the Government Bureau gave out three billion bushels as a probable crop, automobile licenses began to multiply in country towns; bright, new pianos sent their music through the rural summer evenings; bank presidents began to pay interest where they had been wont to collect it, and word went forth that the farmer had come into his own.

Such has been the miracle of corn.

But back of this wonderful growth in wealth lies the power of man's ingenuity and enterprise. The straggling corn stalk and the illusive ear of the Indian crop has multiplied to many bushels per acre. The arduous early hand planting has been superseded by corn planters. The backbreaking cutting with a knife, which is a dark memory to every man who was once a farmer's boy, has given place to the corn binder which cuts without the aid of human hands. The blue fingered husking days when the frost was on the pumpkin are now only historic associations on up-to-date farms.

Corn huskers and shredders, corn binders and corn pickers have revolutionized the corn industry. Old things have passed away and the new things are working together to make the farmer with his modern machines the most prosperous, the happiest and the most useful member of our civilization.

Value of the Trade Paper.

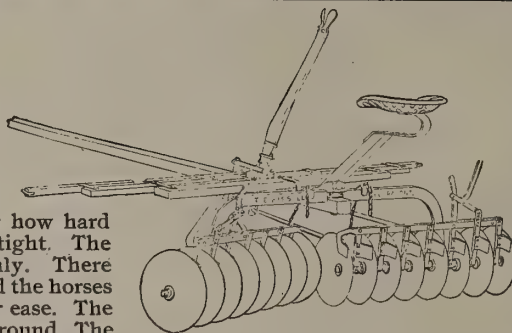
The trade paper of to-day takes the place, in great measure, of the circular of former days. True, many circulars, booklets, and letters still prove effective, but when you desire to talk to several thousand people, the cost through individual letters, etc., is high—printing, filling in, labor, postage, all run into money. The trade paper, therefore, becomes your circular to the trade. Use your space as carefully as you would in writing a single letter to the largest customer on your books.

This is the Bissell

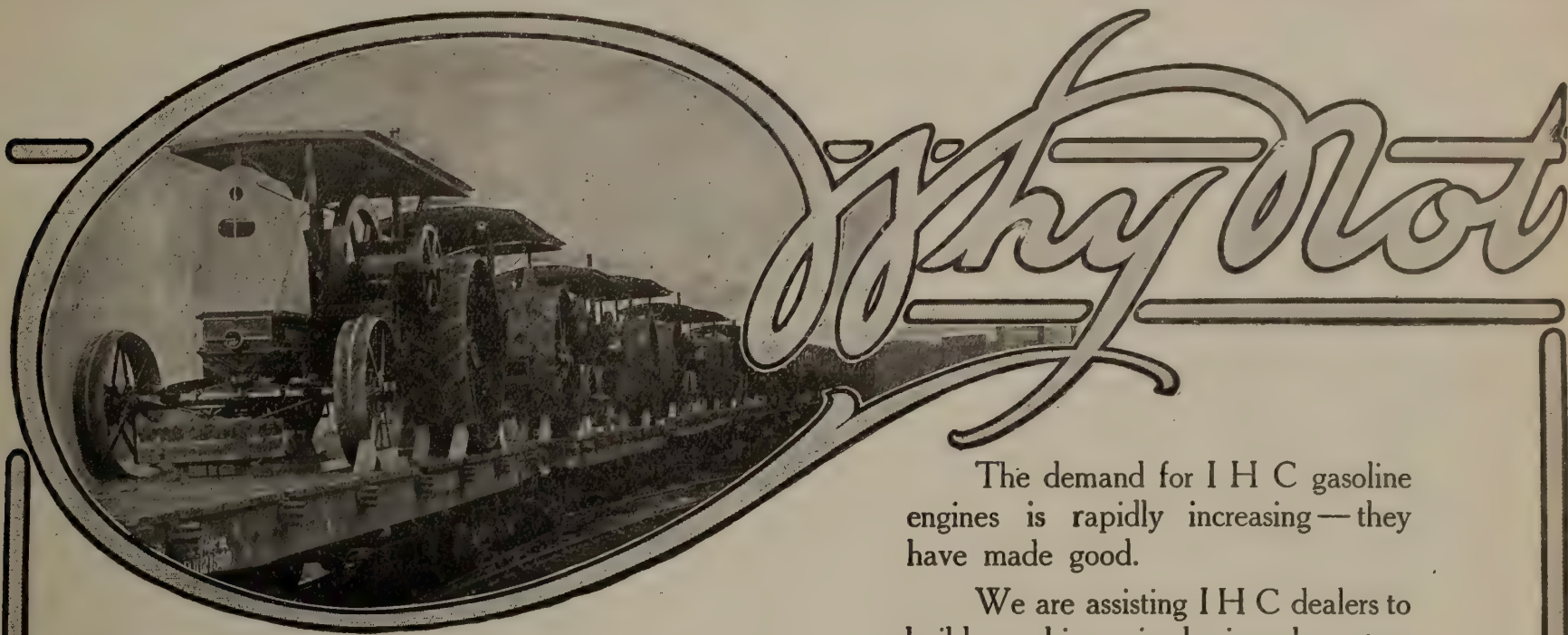
The Harrow that wins in competition.

The wonderful capacity of the "Bissell" Disk Harrow is opening the eyes of up-to-date agents to the fact that here in Canada is made the best Disk Harrow in America. The "Bissell" is sweeping the field. It is winning field competition after field competition. It is designed by our Mr. T. E. Bissell, who has for years made a specialty of Disk Harrow construction. Try it yourself and see what a Disk

Harrow designed by a specialist will do. See how the "Bissell" stays right down to its work no matter how hard the land. The gangs stay tight. The plates stir the soil thoroughly. There is but little neck weight, and the horses do more work, with greater ease. The axles are square instead of round. The construction is simple, yet durable and trouble-proof. After you've seen the "Bissell" in action you'll want the "Bissell" agency. So write—



T. E. BISSELL CO. Ltd., Dept. E., Elora, Ont.
JOHN DEERE PLOW CO. Ltd. AGENTS—
 WINNIPEG REGINA CALGARY EDMONTON



The demand for I H C gasoline engines is rapidly increasing — they have made good.

We are assisting I H C dealers to build up a big engine business by extensive advertising and educational work.

The dealers who handle these engines are landing a big lot of profitable business.

Why don't you get in on it now? Why not start the steadily growing engine business in your locality your way?

One of the big advantages of the I H C line is that it includes an engine for every purpose to which power is adaptable. In it you have everything from a one-horse power engine suitable to run a cream separator, up to a forty-five-horse power tractor.

Every one of these engines embodies the same qualities of efficiency and economy that enabled I H C tractors to establish two new world's records in the Winnipeg Farm Motor Contest.

In this contest, I H C tractors delivered a greater per cent of the engine's horse power at the draw-bar and consumed less fuel for work accomplished than any other tractors.

Before closing a contract to handle engines of any kind in your locality, it will be to your advantage to investigate the I H C line.

An I H C engine contract will place you in a position to meet every requirement for power in the most satisfactory manner.

The I H C Line

I H C Vertical engines—made in 2, 3, 25, and 35-horse power.

Horizontal (portable and stationary) in 4, 6, 8, 10, 12, 15, 20, and 25-horse power.

Gasoline tractors—in 12, 15, 20, 25, and 45-horse power.

Famous air-cooled engines—in 1, 2, and 3-horse power.

Pumping, spraying, and sawing outfits in various styles and sizes.

Write to the nearest general agent, or talk the matter over with the blockman—it will be worth while.

CANADIAN BRANCHES—International Harvester Company of America at Brandon, Calgary, Edmonton, Hamilton, London, Montreal, Ottawa, Regina, Saskatoon, St. John, Winnipeg, Yorkton.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

CHICAGO

(INCORPORATED)

U S A





C. M. McClenaghan.

C. M. McClenaghan, new general agent at Lethbridge, Alta., was born at Howick, Chateaufort Co., Province of Quebec. He started his business career in a general store with his father, Geo. McClenaghan, and later entered the hay, grain and produce business and for five years was one of the largest and best-known shippers in that country, doing business with many dealers in the Eastern and American markets. In September, 1901, he sold out his interests and accepted a position as blockman for the Deering Harvester Co., for Eastern Ontario and part of Quebec, which he worked until the amalgamation of the different companies. He was retained by the International Harvester Co. of America for the same position and worked under the Montreal General Agency successfully for five years. Mr. McClenaghan's thorough knowledge of the French language was very much in his favor while in the Quebec district, where the majority of his agents were French. In August, 1906, he was offered a block in the new Western country and accepted, moving to Lethbridge, Alta., where he took charge of the South block under the Calgary General Agency, which at that time extended from Stavely to Macleod, the Crows Nest line from Walsh to Nelson, B.C., besides the Cardston and Coutts lines on the A. R. & I. The business in this district soon became too extensive for one man to look after and each year the field had to be divided up. The company realized this year the necessity of better and closer arrangements being made for the territory leading out of Lethbridge and in deciding to open up a General Agency, could not have selected one who has a more thorough knowledge of the country and its requirements than Mr. Mc-

Clenaghan. The general offices of the new agency will be the ground floor under the new K. of P. Hall, recently built on Round St., and a large show room and repairs department will be in connection with the offices in the same building. The transferring and stock will be carried by McMahon & Quinn, the transfer agents, who now have a very heavy stock ready for spring requirements.

Calgary.

Ed Begert, implement dealer of Stettler and Castor, was a business visitor to Calgary several times during the past month.

J. A. Brookbank, manager of the Calgary branch of the International Harvester Company, spent several days in Edmonton recently.

J. A. Latimer, manager of the Calgary branch of Cockshutt Plow Co. Ltd., was a business visitor to Red Deer, Wetaskiwin and Edmonton during the past month.

O. S. Chapin spent a few days in Edmonton on business recently.

Herbert Baker, office manager at Winnipeg for Massey-Harris Co., spent a couple of weeks at the local offices of the same company in November.

J. A. Hall, of the Cockshutt Plow Co. Ltd., Repair Department at Calgary, spent several days in Edmonton recently on business.

A. N. Robertson, of the Calgary office of the International Harvester Company, was in Lethbridge for several days on business.

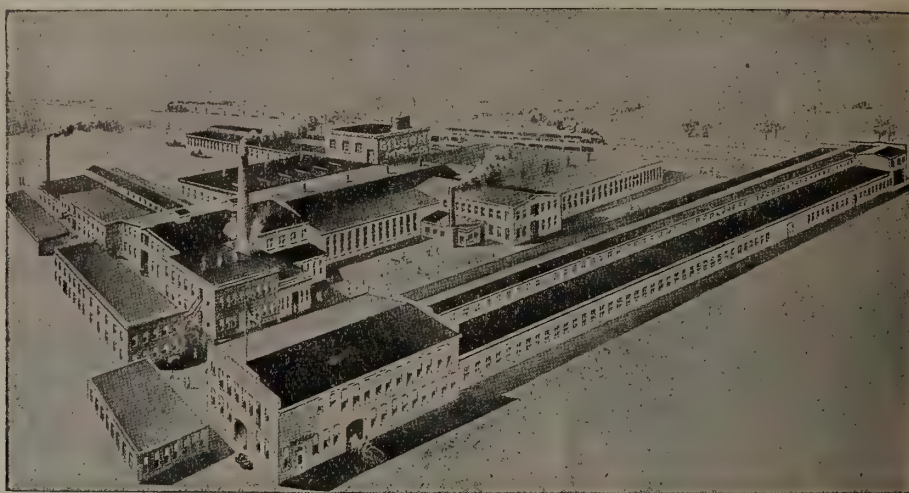
H. W. Hutchinson, general manager of John Deere Plow Co., Ltd., for Western Canada, is expected to visit Edmonton and Calgary during December.

It is generally reported that W. G. Hunt, former Alberta manager for the Massey-Harris Co., is acting as right of way agent into Calgary for the G.T.P.

S. H. Roe, manager of the Tudhope-Anderson Co. for Alberta, left recently for Regina to attend a conference of the Western Managers for his firm to discuss and complete details for next year's business. Before returning he will stop at Lethbridge to make final arrangements for the handling of their business there for 1911. Mr. Roe is well pleased with the results of 1910.

W. E. Hall of the Cockshutt Plow Co. staff, was a business visitor to Edmonton, Stettler and Castor during the last month.

D. J. Beards, who has charge of the repair department for the Hart-Parr Co. at Charles City, Iowa, spent a few days in Calgary with the local representative, O.S. Chapin the last week in November. From here Mr.



The above illustration depicts the original home of the Gilson Gasoline Engine at Port Washington, Wis., where the firm was established in 1850. The Canadian plant was established at Guelph, Ont., almost three years ago, to supply the increasing demand for the Gilson in this country. The plant is rushed to the limit of capacity, and a constant increase of machinery and working force is necessary to keep pace with the orders for Gilson Engines. The Empire Cream Separator Co. of Winnipeg have now contracted for the exclusive sale of this line in Western Canada.

Beards went on to Vancouver before returning home.

The last regular meeting for the year of the Alberta Wholesale Implement and Carriage Dealers' Association was held on Dec. 3rd in Cronn's Cafe at 12:30, when lunch was served. There was a good attendance present.

O. S. Chapin, who has charge of the Hart-Parr Gasoline Engines for Alberta, advises that a full train load of these engines is leaving the factory shortly for Calgary. Mr. Chapin has had record shipments of gasoline engines before, but this will eclipse all former records.

New Alberta Mortgage Act.

The following is a bill which has passed the Alberta Legislature at its present session and will become law very shortly. It was not opposed by the Implement men in any way, although to a certain extent it affects implement sales in Alberta. No word has yet been received from the Legislature as to when a lien act satisfactory to the implement fraternity and similar to that in force in sister provinces may be expected.

HIS MAJESTY, by and with the advice and consent of the Legislative Assembly of the Province of Alberta, enacts as follows:

1. From and after the coming into force of this Act, every mortgage, charge or encumbrance upon land or upon any estate or interest therein contained in, endorsed upon or annexed to a writing, or instrument written or printed, or partly written and partly printed, or any part thereof, which said writing or instrument is required to be registered in order to preserve the rights of the seller or bailor of goods as against any purchaser or mortgagee of or from the

buyer or bailee of such goods in good faith for valuable consideration or against judgments under the Ordinance respecting Hire Receipts and Conditional Sales of Goods, or contained in, endorsed upon or annexed to a written order, contract or agreement for the purchase or delivery of any chattel or chattels shall be null and void to all intents and purposes whatsoever, notwithstanding anything contained in The Land Titles Act or in any other Act or Ordinance.

2. No such mortgage, charge or incumbrance, nor any caveat founded thereon, or upon any such writing or instrument, shall hereafter be registered or filed under The Land Titles Act, and in the event of any such writing or instrument by inadvertence, accident or otherwise howsoever, being registered or filed in any land titles office contrary to the provisions of this Act, such registration or filing shall be ineffective and nugatory to all intents and purposes whatsoever, and may be cancelled by the Supreme Court or a judge thereof upon the petition of any person interested, or upon the application of the registrar of the land registration district wherein the land affected lies.

Love of the Home Land.

"Englishmen in exile do not, as a rule, wear their hearts on their sleeves any more than they do at home, and their faces are about as easy to read as the Sphinx. Yet here and there, up and down the long trail, I have surprised them off their guard in paroxysms of homesickness the more impressive for their rarity, as when one sees a strong man weep. Once, indeed, these slumbering emotions were aroused with consequences that might have been fatal to myself. The

scene of this unforgettable experience was a little shanty close to the mine of Charters Towers. Townsville. The nearest Queensland port, as I remember it fifteen years ago, is none too seductive, but it is to Charters Towers as Torquay to Perim. Yet there are Englishmen who toil there for a better wage than they could earn in England, spending their evenings over cards and strong liquor, and even deluding themselves into a grim pretence of merriment. A shipmate, who had been a mining expert in those dreadful regions, took me out to watch these bearded giants at play, and told me that a number of the company were Cornishmen. By way of making conversation, I remarked that I had spent the previous August among the brown-winged pilchard fleets that drift around the Deadman. Then I saw that something was wrong. The nearest group ceased playing, and someone uttered a full-bodied oath. At the first opportunity my friend took me aside and explained that I had trodden on holy ground. The topic of home was tabooed. The men did not complain that the shutting down of one Cornish mine after the other had driven them to that hell for work and wage, but they did not want to be reminded of what they had lost.

"It is the men of the north who suffer least of all Britons from this sort of regret. You may meet them all over New Zealand, in Nova Scotia, and right across the C.P.R. track as far as Victoria, and, indeed, from Aden to San Francisco I have found them rooted in the new soil. I remember a bony Scot on a fruit farm in British Columbia who had been born and bred on the north shore of Loch Etive, where I had often fished. No need to banish the topic of home from his table! On the contrary, he loved to talk of the mists in the glens and of the snows on Macdhui. As he never entertained the faintest hope, if, indeed, he even knew the desire, of once again seeing the land of his birth, he could afford to keep it green in his memory. The new home was keeping him in comfort; tall sons were growing up around; what had he to regret?"

When a man finds out he has nerves, they begin working overtime.

Success in small things was never the mother of failure in large things.

The man who plays both ends against the middle is likely to get his string in a knot.

The best work and the most work is born of desire and not from fear of hunger.

TUDHOPE-ANDERSON CO. HANDLE NOXON LINE.

The Noxon Co., of Ingersoll, Ont., have been in business since the year 1856, and were known in earlier years as the Noxon Bros. Mfg. Co. and later as the Noxon Co., Ltd. The Company have been doing a very large export business for the past few years, in fact the export trade has engaged practically the entire output. Now, having increased the premises to a considerable extent, by additions and new buildings, the company have completed arrangements with the Tudhope-Anderson Co. for the exclusive sale of their machinery in Western Canada, and are now selling their goods in Manitoba, Saskatchewan and Alberta, particularly binders, mowers, rakes, cultivators and disc harrows.

The Tudhope-Anderson Co. are one of the best known concerns handling farm implements in the

West, and have large offices and warehouses in Winnipeg, Regina, Calgary and Saskatoon. We therefore believe that the goods manufactured by the Noxon Co. should be a factor in the trade of this territory for 1911.

The Noxon Co. are an independent concern, not being controlled by any other company.

The plant is situated in the town of Ingersoll between the Grand Trunk Railway on the one side and the Canadian Pacific on the other, both railroads serving the plant with sidings, making the railroad accommodation as good as any plant in Canada. The Thames river, which flows along the north side of the plant, furnishes the water used on the premises, both for steam and fire protection, and the town being divided almost equally by the river makes the prem-

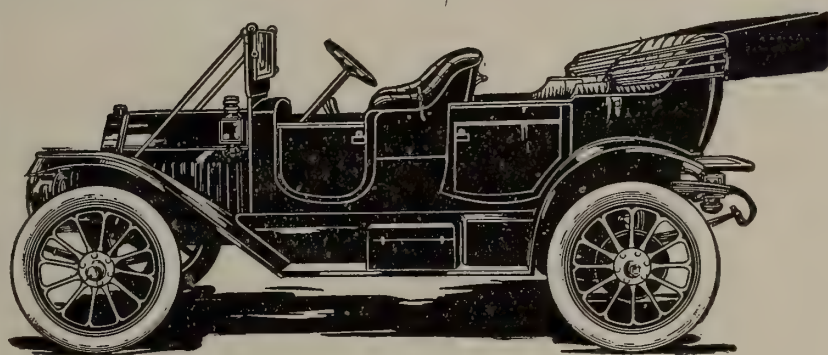
ises extremely convenient for the employees.

W. F. Johnston, manager of the company, has just returned from Europe, and is enthusiastic over the demand for their line in the older countries.

Comparative Table of Ocean Liners.

In view of the rapid advance in size and speed of ocean liners the following table is of interest:

	Length	Displacement	Speed in Length	Speed in
Great Eastern	1858	680	27,000	14
Britannic	1874	455	8,500	15
Umbria	1885	500	10,500	18
Campania	1893	600	18,000	20
K. Wilhelm der Grosse	1899	625	20,800	22
Deutschland	1900	662	23,600	23
Kaiser Wilhelm II.	1903	678	26,000	23½
Adriatic	1907	725	38,000	23
Lusitania	1907	790	45,000	26½
Olympic	1910	860	48,000	21



Model 21

Forty Years'
Reputation

The McLaughlin-Buick

Has Won Right Along the Line, Always Getting Better and Proved up By Deeds.

Records in speed and durability have been made by private owners, and the McLaughlin-Buick does not need the finicking of the professional to win out. In addition to the honors of previous years **The 1910 Record is a World Beater.**

Winnipeg Automobile Club Races

First in Record Mile, New Canadian Record of 59 1-5 seconds.

First in Class C Touring Cars, 10 miles, Record Time 11 minutes 29 seconds.

First in Dunlop Trophy Race, 25 miles, New Record 25 minutes 19 seconds.

First in the Oldsmobile Endurance Run, 140 miles on indifferent roads in 6 hours and 10 minutes.
Run under A.A.C. Rules. Clean Record.

Buyers of Automobiles Want Power, Strength, Reliability and Maker's Reputation

The McLaughlin-Buick, in addition to giving all this, does so at a price the man of average means can afford and maintain without mechanics' or garage charges added after purchase.

Agents wanted in every town in Western Canada. Travellers now on the road. Catalogs on request.

THE McLAUGHLIN CARRIAGE CO., LTD.

Garage: Cor. Portage & Maryland
Phone Sherbrooke 84

Down Town Office and Salesroom:
212 Princess St., Phone Main 783

Winnipeg,

Manitoba

Factory, Oshawa.

Branches: Toronto, Montreal, Hamilton, St. Johns and Calgary

THE RETAILERS' PLATFORM.

The National Association of Agricultural Implement and Vehicle Manufacturers met in convention at St. Louis, Mo., on Nov. 1 for three days. Many matters of importance to retail dealers were considered, and the most interesting to our readers was the report of W. S. Thomas, chairman of the committee on Dealers' Associations. The Retail Dealers' Federation presented to the above committee for consideration:

1. Their earnest and aggressive opposition to manufacturers or jobbers owning, operating or being interested in retail implement and vehicle stores. This question was presented to us a year ago, and our association at that time passed a strong resolution against such a policy. They reiterate and emphasize their opposition to them, and ask us to continue our agitation against them, feeling, as they do, that "to the retail dealer belongs the retail trade," and that any and all tendencies of factories or jobbers to go into the retail business should be condemned; or if persisted in, should disqualify the factory or jobber from any consideration on the part of dealers.

2. They presented to us a question that to them, and to us, is of great importance; and that is the retailing of goods by factories and jobbers direct to farmers and consumers. They request as follows:

a. That all such sales, so far as possible, should not be made, but that the retail inquirer be referred to the nearest retail dealer.

b. That if any sales at all are made direct to retail purchasers they should always be made at proper retail prices, such as will give the dealer a legitimate profit above his expense of doing business.

c. That where it is impractical or impossible to make such a sale through a dealer, the sale should be made at retail prices, and that delivery should be made through some dealer.

In behalf of these requests, the dealers state that it is not alone the question of the profit on any particular retail sale that might be made; though, as to that, they feel that some dealer should always have the profit or commission; but the main point to which they object, in the retailing of goods by factories and jobbers direct to consumers, is that it gets such consumers into the notion that it is a good thing to buy direct from the factory. Probably some members of our association do not realize how much is going on in the trade along these lines of direct selling. Nowadays there are not only the old-time catalog houses,

selling all kinds of goods, including implements and vehicles direct to consumers, and at prices which they are trying to make the consumer believe are wholesale prices, but there are several direct selling factories in the implement and vehicle lines; and recently one of the catalog houses has purchased a large implement factory, and has issued an extensive catalog, and this same institution made a large exhibit of its implements at the Illinois state fair at Springfield, this fall. One of the direct-selling factories, located in the West, made a large exhibit of its product at the Iowa state fair at Des Moines, where they gave away 10 carloads of melons to prospective consumers of their goods, with the request that the rinds be left on the grounds; the rinds representing the retail dealers; their purpose being to convince the consumers that when a purchase was made from them it was the same as dividing a melon and leaving the rind. Another instance was reported where a farmer had bought a buggy direct from the factory, and while on that same buggy the factory paid a dealer a full commission, yet this same farmer was so impressed with having bought a buggy direct from the factory that he started and is still operating a mail order house of his own.

There is another element, viz: The Minnesota penitentiary implement factory has gone into the manufacture of harvesting machinery and twine, and will probably be enlarged to take in other lines, and these goods are being sold to farmers in Minnesota at about wholesale prices, while other states are also being urged to make twine and implements.

In other words, the dealers claim that sentiment is so easily spread among the farmers in favor of direct buying that they deplore anything that encourages them in that direction; and their position is certainly well taken if the factory policy is to be maintained, that the best plan of marketing farm machinery is through a regular retail dealer, familiar with the trade, and the farmers, and knowing how to operate the machine and look after all kinds of trouble that comes up.

So we present this entire subject for the very serious consideration of our association, and we recommend for adoption the following resolution:

1. That we reaffirm and emphasize the resolution adopted one year ago, at our convention in Chicago, against the establishment of retail houses by factories and jobbers.

2. Whenever it is necessary for a factory to make a direct sale to a farmer, that it ought to be done at retail prices, and when at all practical, that said machines or vehicles be delivered through some dealer.

Farm Mortgages Increasing.

The following article deals with conditions in the United States, but we believe the main facts are to a great extent true of Western Canada. Improved lands increase so rapidly in value, and the farm mortgage is regarded as such a secure investment, that the farmer has little or no difficulty in borrowing on his property in order to purchase machinery, erect buildings, etc.

We do not feel qualified to say whether or not this is a healthy sign, but it certainly offers a way out of his difficulties to many a man who is handicapped for lack of ready cash.

In every direction, says American Vehicle, appears to be a tendency to borrow all the money in sight, and it is a curious situation that there is plenty of opportunity for obtaining funds. The recent report of the comptroller of the currency showed that the loans of the country's 7,000 national banks expanded \$388,000,000 during last year and \$816,000,000 during the past two years. As the New York banks actually reduced loans of \$71,000,000 during the past year, the country banks were expanded \$459,000,000.

This is a somewhat significant fact, and is evidence that the farming communities have borrowed heavily from banks during the past two years. They have probably borrowed for several purposes.

Perhaps the most important of these was for buying more land. In every part of the middle West land-buying has been accompanied by real estate mortgages, and the State banks have been making this kind of loans with such liberality that in many instances they have been compelled to borrow themselves in order to protect their deposit accounts. Then there was the tendency to hold grain, which meant a further borrowing for the current expenses of the farm.

The high prices of grain, with prospect of yet larger figures, has tempted many a farmer to keep his wheat in the bin until his ambitions can be realized. Along with this has gone the borrowing to buy new implements, and in some instances to speculate in stock and commodities. The promoters have reaped a rich harvest with schemes for getting the harvester's money, particularly in the Western states. The Western real estate men say that farm mortgages are increasing at an unusual rate.

This does not mean that the farmers are getting hopelessly in debt, for intelligent borrowing often means a wise use of credits. It does mean that farmers are utilizing their credits due to the fact that most of their farms have doubled in value in little more than a half-decade.

It should be pointed out, however, that there is danger in too much expansion of this sort. The day of reckoning for some of the wheat speculators may not be far off. The wild speculation in rubber plantation shares in England, where over 400 companies are now operating, is certain to come to a collapse, and no one knows just how far the disaster may spread its effects.

It is generally admitted that cheap money is not to be expected for several months. The demands of the railroads and other corporations for new capital will take up all the available funds of the larger loaning institutions, so that the borrower on a small scale will continue to pay a stiff rate of interest.

Some of the large insurance companies that make a specialty of loaning money on real estate contemplate raising their rates, in order both to cut down the amounts borrowed and to give them a larger profit, which is warranted by the demand for money in other directions.

It is only fair to point out these factors in the situation, and it is unquestionably a condition of today that the borrowing fever is at a greater height than at any time in the country's history. People have learned how to use money and credits and have no hesitancy about obtaining all borrowed funds possible. As a result, banks and loan companies are swamped with applications, and it remains for them to make a choice out of the multitude of opportunities. Probably no one class of securities is so acceptable to the intelligent and critical investor as the farm mortgage, and applications for those sort of loans when they are based upon a reasonable and safe valuation have precedence over the more speculative ideas.

It will be strange if the demand for farm mortgages does not outstrip all records during the present year. The amount of popularity that has been attached to the farm mortgage business and the straightforward methods to which the loan brokers are accustomed has added greatly to the desirability of this sort of security. The warnings of experts and students of finance are not without their basis, but they should be considered in the line of healthy advice, and not as pessimistic utterances.

It is probable that a general lowering of agricultural values will some day in the near future come about, but with the population increasing at the present

rate there is little likelihood that this will materially affect the security back of the well-placed farm mortgage.

Concrete Worker's Reference Books.

The Norman W. Henley Publishing Co., 132 Nassau St., New York, have forwarded us two of their series of hand books for concrete users. The titles are "Concrete Wall Forms" and "Concrete Floors and Side Walks." The subjects are treated in a simple but comprehensive manner and should enable those interested in concrete work to get a thorough grasp of the subject under the above heads. Thirteen other handbooks uniform in style with the above are published by the company and cover the whole range of concrete work. The majority of these are priced at 50c. and are nicely printed on good stock with a heavy paper cover. These books may be obtained from the above company or through the office of Canadian Farm Implements.

The Best Store.

Competition is the bugbear of many retailers, but it loses its terrors if the store is run on the right lines. Every village provides an object lesson on this subject, for, on inquiry, one will

always find that so-and-so has the "best" store. And what do people mean by the "best" store? They mean the store where the service is unfailingly prompt and cheerful, where the stock of goods is always seasonable and well displayed in windows and interior, where the question of credit is treated upon reasonable lines, and where the price of the goods is neither exorbitant or so low as to indicate poor quality.

The retailer who runs his business on the above lines has little to fear from competition. Shrewd advertising in conjunction with good service will hold his customers, once they are satisfied with the quality of the goods. The old saying "a satisfied customer is the best advertisement" has proven true times without number. Is not the stranger in town recommended to the "best store"? What better advertisement could be asked for than an unsolicited testimony of this nature? It is the personal recommendation, handed on from one to another, that ensures permanence and reputation to a business.

Price is only one of the numerous factors which enter into competition. It is a well-known fact that people will pass the doors of the establishment where low price is the only inducement, to enter those of the store where courteous clerks and guaranteed goods are to be found.

Many people are actually afraid to buy at places where cheapness is the slogan. They fear, and rightly so, that the low price only hides poor quality, and they never feel the confidence in such an establishment which is

essential to the upbuilding of a successful business.

If a man is only saving for a rainy day, the price of an umbrella is sufficient.

THE "FLOUR CITY" TRACTOR

WILL PLOW YOUR LAND CHEAPER THAN IT CAN BE DONE BY HORSES OR STEAM

Mandan, N. D., Sept. 25-10.

KINNARD-HAINES Co., Minneapolis, Minn

GENTLEMEN—We bought one of your Flour City Tractors last spring. We used it for breaking, pulling six 14 in. plows. In threshing we pulled a 30-50 in. Separator with wing feeders and blowers and had plenty of power to spare.

We are plowing with it now, pulling eight 14 in. plows and the way the engine walks away with them is enough to surprise anyone.

During all this time we have never had any trouble with the engine whatsoever, and I can get more power out of it now than when I got it. If I buy another engine it will be a "Flour City" I think you have got the best of them all.

Yours truly,
E. W. HAGEROTT.

The "Flour City" is recognized everywhere as the best designed, best built, strongest and most economical farm tractor made.

Write for catalogue showing it in detail, and testimony of satisfied users.

KINNARD-HAINES COMPANY,
MINNEAPOLIS, MINN



DOMINION AGENTS

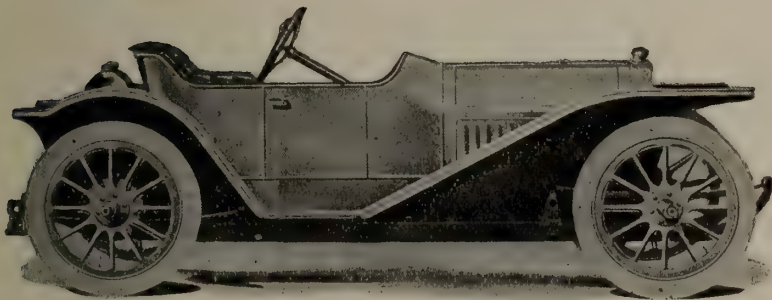
Ontario Wind Engine & Pump Co., Ltd.

WINNIPEG

TORONTO

CALGARY

THE REGAL LINE FOR 1911



Roadster, \$1250, F.O.B. Winnipeg



Foredoor Touring Car, \$1450, F.O.B. Winnipeg

A Remarkable Car at a Remarkable Price

Combining correct designing with highest grade materials and workmanship, and the inevitable result is satisfactory service.

The Regal System means improvements added as experiences or advances in engineering knowledge suggest. Therefore the Regal of to-day is even better than the Regal of yesterday.

The power of the motor has been increased, and there have been other changes in details, all of which mean greater refinement—added simplicity and efficiency.

Those who desire a car of high efficiency at a medium price—the only car at its price that has four years' success back of it—will find this model possessing the features that challenge and hold the attention of careful buyers.

Regal "20," 22.5 H.P. Bore $3\frac{3}{4}$, stroke $4\frac{1}{2}$; thermo syphon cooling system; dual system ignition with high tension magneto; selective sliding gear, three speeds forward and reverse; 100 inch wheel base, 32 inch wheels, 10 inch clearance; weight, 1250 lbs.

Regal "30," 30 H.P. Cylinders cast in pairs; thermo syphon cooling system; dual ignition system with high tension magneto; selective sliding gear, three speeds forward and reverse; wheel base, 110; weight, 2000 lbs. We also have this car without fore doors, price \$1400.

If you are interested, send for Dealers' Proposition and Catalogue **NOW**. Don't delay

A. C. McRAE, cor. King and James Sts., WINNIPEG, MAN.

The Noxon Company Limited, Ingersoll, Ont.

Binders Mowers Rakes Harrows Cultivators

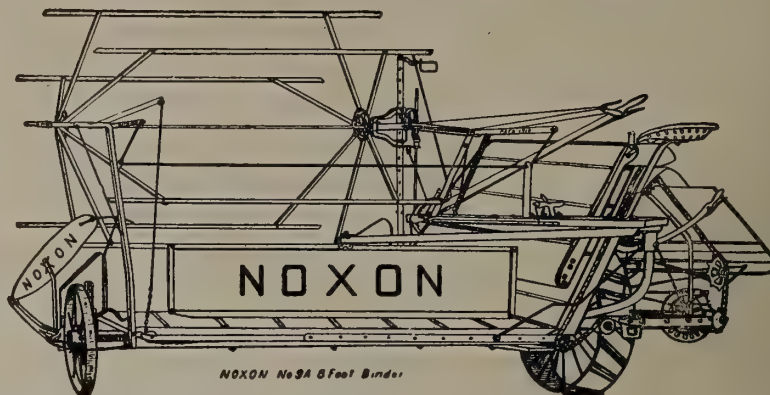
LOOK at the REEL on this binder. It is the **LATEST IMPROVEMENT** on binder reels, making the most efficient reel ever manufactured. It has a positive lateral adjustment on the outer end, and cannot be dragged forward by down or tangled grain. It is all in the **DOUBLE CRANK**, which gives the same movement to both ends of the reel and makes the whole reel more rigid and surprisingly easy to operate.

We are using the well-known **STARK KNOTTER**.

Our all-steel bull wheel is strong enough to stand the hardest use.

The main frame is light and strong and well supplied with roller bearings.

Read what some of our customers say about



Noxon Binders

Mr. Johnston.

Dear Sir,—Re NOXON binders, six, seven and eight foot. I have some of each size in the hands of the farmers and I must say that I am very pleased with the satisfaction which they are giving. They are light draft and the reports from the users are very encouraging. I have seen some of them working and I like their work, which was principally in heavy grain and on the green side, and sometimes wet and the ground wet as well, making it harder to handle, and I must say that the machine handles it very nicely.

Russell, Man., Aug. 31, 1910

Yours respectfully
(Sd) W. J. DOIG

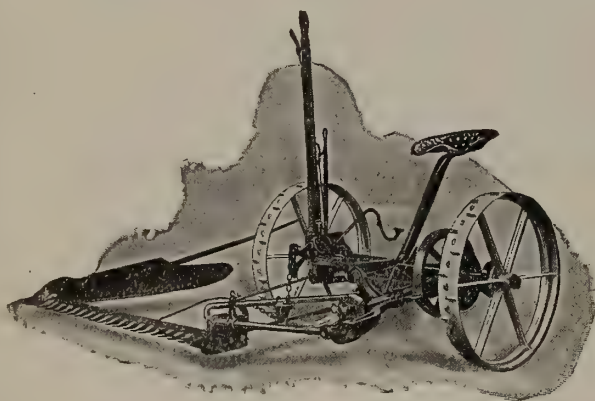
The Noxon Co. Ltd., Ingersoll, Ont.

Gentlemen,—I want to inform you that the eight foot binder I bought from you does better work than any other binder I have ever tried or seen work. I find that this last improvement which was put on the NOXON binder makes it work easier and more perfectly than it did before the improvement was put on.

We have tried it on very rough ground and it does perfect work; it binds the sheaves well and evenly, and where the ground is level, we have cut as low as an inch stubble. The binder gives me perfect satisfaction and I would not trade it off for any other binder I have seen in this Western country, and I can recommend it to any person who wants a binder, for it gives better satisfaction than any other binder I have ever seen.

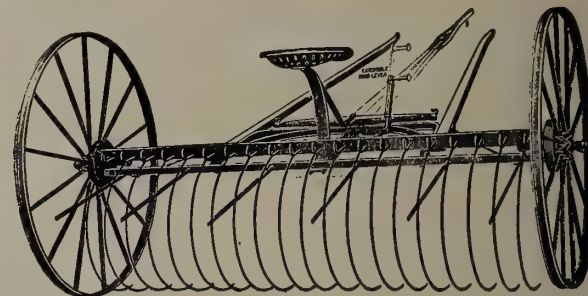
Rocky View, Alta., Aug. 24, 1910

Sincerely yours (Sd) O. WILLISON



The Noxon Mower

is especially adapted for Western Canada, being built with a very strong frame and wide tread. It is geared to the proper speed and the cutter bar is fitted with special shaped guards with raised ledger plates.



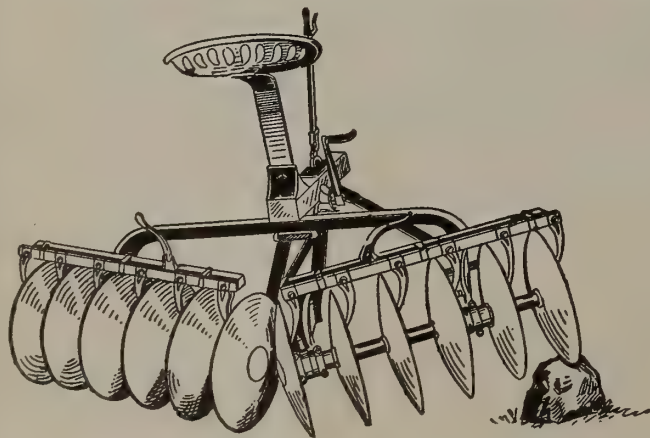
is made with the teeth very close together; the 10 ft. size having 36 teeth, the end teeth being short, thus handling the short, wild grass.

The Noxon All-Steel Ratchet Dump Rake

The Noxon Disc

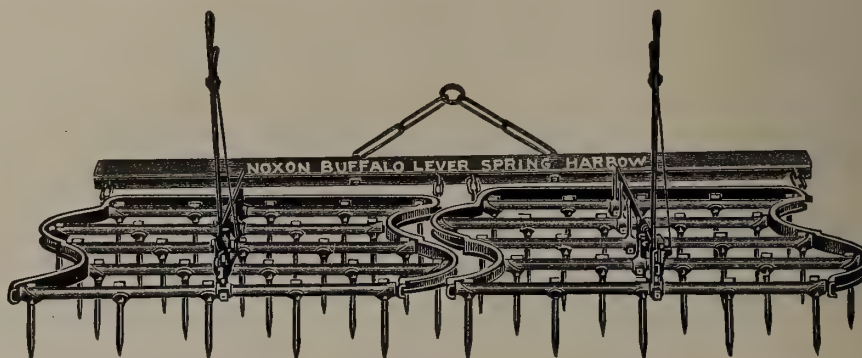
is making a good name in the West, as it has done in the East.

Its ability to stay in the ground its entire length and the ease with which it does the work makes it a favorite wherever it is used.



THE NOXON SPIKE TOOTH SPRING LEVER DRAG

is made entirely of steel. Any number of sections can be used abreast, which greatly adds to the utility of the harrow.



The Tudhope-Anderson Co.,

AGENTS FOR
WESTERN CANADA

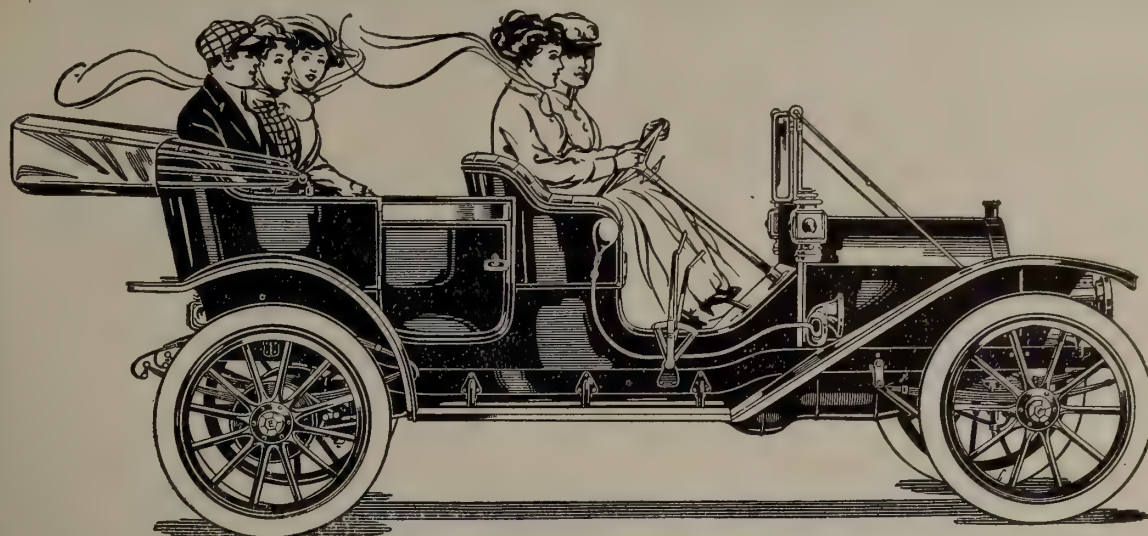
Now is the time to Contract for Local Agencies.

Warehouses: Winnipeg

Regina

Calgary

Saskatoon

**SPECIFICATIONS**

CYLINDERS—Four 4-inch bore, 4½ inch stroke.
 LUBRICATION—Constant level splash, with vacuum feed from large external tank.
 AXLE (Front)—I beam drop forged.
 AXLE (Rear)—Semi-floating live type.
 SPRINGS (Front)—Semi-elliptic.
 SPRINGS (Rear)—Full elliptic.
 FRAME—Pressed steel channel section.
 CLUTCH—Cone, leather faced.
 TRANSMISSION—Three speeds forward and reverse (sliding gear selective type).
 WHEELS—34 inch by 3½ inch artillery type.
 TREAD—56 inch, wheel base 110 inch.

Standard Equipment, all Models

Extra Tire, Tire Holder, Waterproof Cover.
 Bosch Magneto High Tension
 2 Side Oil Lamps, Oil Tail Lamp.
 2 Extra Large Gas Lamps, Generator.
 Gasoline Gauge, Shock Absorbers.
 Brass Toe and Robe Rails.

“Everitt 30” 1911 Models TO AGENTS

These Cars, now entirely manufactured in Canada, can be offered with regular standard equipment of extra Tire, etc., for exactly the same price as the “Everitt” with the same equipment costs in the United States.

We are now closing agencies throughout the West for the sale of these popular Cars, and being in a position to make exceptionally prompt deliveries invite intending agents to write for our 1911 Advance Catalogue, also prices and territory propositions.

Particular attention is called to our Five-Passenger Touring Cars, which have extremely large, comfortable bodies, being 52 inches in extreme breadth across inside of rear seat. Tonneau contains U-shaped door of good size. Door swings to right angles with body, giving generous amount of room for entrance.

Fore door Touring Body is roomy and convenient and has inside control.

Four-Passenger Body, detachable Tonneau. With Tonneau removed secures a well designed two-passenger runabout.

All our 1911 models are built with our famous four-cylinder motor and constant level splash with vacuum feed lubricating system, and simplicity is the keynote of the mechanism.

Write to-day for prices and terms, as our agencies are fast closing up, to

TUDHOPE ANDERSON & CO., LTD., Winnipeg

The Sylvester Seeding Machines ARE STILL LEADERS.

Sylvester Mfg. Co., Lindsay, Ont., Sole Manufacturers under Stephenson's Patents.

The Double Disc is universally pronounced to give the best satisfaction wherever used.

Made in sizes from 16 to 22 discs and are made interchangeable. Drills are supplied with single disc or shoe if desired.

18 Sylvesters used on the Dutschem Farm (Canada's largest farm) at Girvin, Sask., during 1910, and more ordered for next season.



Sylvester Four cylinder opposed gasoline plowing engine, 45 brake h.p.

This cut shows three Sylvester Drills operated on the farm of Robt. Alexander, La Salle, Man. drawn by a Sylvester Gasoline Traction Engine.

This engine has done record work the past season, and like Sylvester drills is a leader in its class.

It is powerful and economical of fuel.

The Sylvester is the best and most favorably known drill in the Canadian West, and 1911 machines guaranteed better than ever.

Sole Jobbers for Western Canada:

Tudhope Anderson & Co., Ltd.

Winnipeg

Regina

Saskatoon

Calgary

Make the Association a Force.

In the course of an extended canvass among implement dealers Jas. Foster, organizer of the Interprovincial Retail Implement Dealers' Association, says that he frequently met dealers who admitted that the Association was beneficial to dealers, but they were not convinced that personally they were reaping anything substantial from their membership, with the exception of reduced rates on fire insurance.

Our contention is that a well-managed association which is numerically strong enough can confer a great many benefits provided the members pull together and appoint officers who have sufficient enthusiasm to promptly take action in regard to any abuses or evils reported. Associations in the U. S. are successful. One has only to read the reports of their conventions, meetings, etc., to learn that they do accomplish a great deal for the good of the trade. We believe they are successful, first, because of the bright men who form their executives; second, because the members are prompt to report to the officers on matters where the latter can take definite action, and third, because of their numerical strength, which produces the necessary funds to carry on the work.

We believe the "Interprovincial," Canada's Retail Implement Dealers' Association, can be made a vigorous, wide-awake association, as powerful for good as are any on the continent, but it is necessary for the members to keep their interest alive every day of the week. Enthusiasm is shown at the annual meetings, and if it were kept alive, the result at the end of a year would be more real progress to report.

"Merry Christmas."

The sixth Christmas number of Canadian Farm Implements brings with it the heartiest good wishes of the publishers to all connected with the implement trade. Our journal has a large and steadily increasing circle of readers, and, were it possible to do so, we would like nothing better than to clasp the hand of every one who scans the pages of Western Canada's only implement trade journal and extend the foregoing greeting. The vast distances of our country, however, make a personal greeting impossible, and we can but express on paper the kindly feeling towards our readers which, more especially at this season, gladdens the heart of all men.

In reviewing the past year we find much to be thankful for. Very early in the season it became apparent that a dry season was probable and, consequently a crop much below the average,



CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
F. D. BLAKELY, Manager
822-3 UNION BANK BUILDING Telephone Main 518 WINNIPEG, CANADA

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RATES MADE KNOWN ON APPLICATION
Change of Advertising Copy should reach this office not later than the
25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Assn. Entered in Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, DECEMBER, 1910

but there was little evidence of discouragement, either among those intimately connected with agriculture or in the general business world. On the contrary, those who were disappointed in the harvest of 1910 are in many cases the most buoyant in their hopes for the next season. Implement dealers have experienced during the year some spirit of caution on the part of the buyer, which is only natural, and indicates that the lesson of drought has been heeded. Collections, on the whole, have been very much better than was anticipated, and plans for extended campaigns in 1911 are already formulated by hustling implement men.

Canadian Farm Implements has made an honest endeavor during the past year to give the trade an interesting, educative journal, and while acknowledging that there is much room for improvement, we have the feeling that we are getting steadily better in our service to the implement trade. It is early as yet to speak of New Year resolutions, but one cannot resist the temptation to say that our journal will be better and brighter in every way in the coming year—if our earnest determination can accomplish that object. As in the past, we welcome any suggestions from our readers having in view the improvement of our pages. Our object is to make the paper of the greatest possible value to the implement trade in the country we serve, and if you do not see the kind of "stuff" you like we want you to ask for it.

We wish you "A Merry Christmas" and "A Happy New Year."

Extending Credit.

Attention to the credit end of the implement business is perhaps the most important factor of all in the ultimate success or failure of the dealer. It is generally admitted that a strictly cash basis is impossible in the implement trade for Western Canada, and it remains to work out some reasonable terms which will be fair both to the dealer and the newcomer, whose capital in many cases is made up largely of optimism which he is anxious to exchange for farm implements.

Every dealer should set a strict limit to his terms, beyond which no further extension is granted under any circumstances, and the endeavor should always be for shorter terms. Conditions in the West are gradually becoming such that dealers are justified in demanding shorter terms. Better transportation facilities and the filling up of the country make it possible for the farmer to get his grain to market much quicker than formerly, and the returns in hard cash also reach him in shorter time. These facts should induce the dealer to cut down long-time transactions as much as possible, and in any even he should insist on interest being paid on long term accounts. Manufacturers and jobbers are slowly but surely drawing in on their credit terms and at the same time the tendency is to increase prices, so that the dealer must make his selling terms conform to his buying terms as much as possible.

A point to be remembered is that the profit made on an article is not determined when it is sold but when it is fully paid

for. What would be the position of the average dealer who sold his whole stock at one transaction, the first payment coming due in a year? Providing his credit at the supply house were O.K. he could get in another stock of goods and perhaps repeat the transaction, but the question arises, how is he going to live in the meantime—with goods going out and no money in sight for a year? The above is, of course, an exaggerated case, but it will serve to emphasize the folly of allowing any machine to leave the warehouse without either a cash payment, an interest-bearing note or some security negotiable at the bank.

Christmas Trade.

The wise dealer is "there with the goods."

This is a brief way of saying that he who carries a full stock of seasonable articles is the one most likely to reap the extra profit which all lines of business look for at the festive season.

It is not quite so easy for the implement dealer to attract Christmas trade as it is for the general store, but a careful consideration of the articles which are most likely to find favor as gifts should be helpful.

One of the most prized possessions of the young people in rural districts is a "swell cutter," and doubtless many of these useful vehicles will delight the recipients on Xmas morn. The implement dealer's stock embraces many other things which combine utility with pleasure, and there occur to us in this connection sewing machines, cream separators, kitchen cabinets, gasoline engines, washing machines, harness, etc.

It is surely worth while to make an attractive display of such goods as the above, for purse strings are notoriously loose at this time of the year. Judicious advertising in the local newspapers will also be helpful; and many enterprising dealers will send out a special Christmas circular calling attention to their most seasonable lines.

It is worthy of note that the mail order concerns make a point of heavy advertising and circularizing at this time, and the retailer, in order to hold his own, should be prepared to make a strong effort to focus attention on his own store.

Get your share of the Christmas trade.

Are You Selling Automobiles?

If there were any doubts as to the stability of the automobile business for retail implement dealers a fact that should go far to remove them is the increasing number of vehicle and farm implement manufacturers and wholesalers who are turning

their attention to the construction and marketing of cars. It may be confidently said that such concerns have gone into this new field with the idea of making it permanent and profitable rather than for the sake of a temporary benefit from a few sales.

An automobile agency is the very latest advantage offered to the implement dealer, and he should investigate carefully the possibility his territory holds out for the sale of cars.

The dealer who determines on establishing an automobile agency should thoroughly know the goods he handles before attempting to push sales, and he must be capable of putting up a strong line of arguments in favor of his car.

Many business houses in our cities would find it almost impossible to dispense with the auto in one of its forms, and the progressive farmer is beginning to see the manifold advantages of a machine which can speedily put him in touch with his nearest town or market, lift him to a higher social plane, and make rural life altogether more pleasant and profitable.

One field in which the auto has demonstrated its practical usefulness is in handling cream, for it is possible by its use to get a large quantity of cream to market in a short time, which means a better quality of cream, and a better price. Instances of the advantages of the car to the farmer may be multiplied indefinitely.

Employer's Liability.

Employers will be faced with a new liability in the new year—that arising from accidents. At present to a limited extent they are liable, but infinitesimally small as compared with the conditions imposed upon them by the new law. A small booklet has been recently issued by a Winnipeg corporation which sets out very clearly and comprehensively the changes as they will affect employers. This is done with a view to showing the need of insuring. In England accident insurance is quite as general, if not more so, than fire insurance, and as the law there is made, periodically, to extend to a larger variety of occupations, the accident companies' business extends proportionately. Under the new act employers will find it essential to insure. Failure to do so might involve them in very serious loss. The issuing of this booklet is therefore very timely.

"Realising," it says, "that employers of labor are too busy to study carefully the sixteen pages of the new act, we have had the same abstracted under the three important heads:—

1. To whom an employer is liable.

2. For what accidents an employer is liable.

3. For what compensation an employer is liable.

Under previous legislation and common law an employer was only liable where the employee could prove negligence on the part of the employer or his agents or where there was a defect in the ways, works or machinery of the employer, and there were even some exceptions to the liability in these cases.

Under the new act, however, the employer is liable in any event, with one or two minor exceptions; in other words, under the new act an employer is liable to his employees for compensation for time lost while in his employment due to any injury to the employee.

With the accident liability as it will exist on the coming into force of this act, there are two questions which vitally concern the employer of labor:—

Should he insure himself against this contingency?

And if so, in what company should the insurance be placed?

The first question should be as readily settled as a question of insuring against fire. If he insures his property against destruction by fire, is there any reason why he should not insure himself and his business against this accident liability? and in considering this question the fact should not be overlooked that he may have one accident due to no fault of his which may injure several of his employees, or may even kill several of them, in which case he would, without insurance, be assuming a very heavy liability.

A few examples of liability not commonly recognized might be mentioned, such as an employee in the course of his employment being injured or killed—

In a burning or falling building; or

By his own team running away; or

By an accident on the street; or

By an explosion, whether caused by himself or otherwise."

I. H. C. Open New General Agencies.

The International Harvester Company have decided to open three new general agencies in Western Canada as follows: Weyburn, Sask., Lethbridge, Alta., and North Battleford, Sask. Owing to the great development of their business in the northwest this company have found it necessary to increase the number of their general agencies, thereby giving their customers the closest possible attention. The International Harvester Company have now ten general agencies in Western Canada—a striking tribute to the rapid settlement of the country and to the activity of the company in keeping pace with

Personals.

S. Olson has sold his implement business at Provost, Alta., to J. L. Landis.

A. E. Heacock & Son have commenced an implement business at Bawlf, Alta.

A. F. Vaison has commenced an implement business at Ste. Rose du Lac, Man.

Kinna Bros., implement dealers at Estevan, Sask., are reported to have dissolved.

E. A. Heck, implement dealer at Strassburg Stn., Sask., has sold to M. Samuelson & Son.

G. D. Jeffries, livery and implements, has sold his implement business to Spencer & Mills.

Nikolson & Cleugh, implement dealers at Lang, Sask., have been succeeded by S. E. Hill.

Begert & Thompson, implement dealers at Stettler, Alta., have sold out to Lane & Son.

F. J. Hewgill has sold his implement business at Rocanville, Sask., to Wm. Hyde.

F. W. Strong, implement dealer at Oak Lake, Man., has been succeeded by A. W. Cochrane.

C. G. O'Brien, implement dealer at Daysland, Alta., has sold his business to W. A. Cottingham.

Miller & Houser are selling out their implement business at Goodeve, Sask., to Kendal & Kendal.

Craig & Anderson, handling implements and lumber at Kinstino, Sask., are dissolving. Anderson continues.

P. W. L. Briar, managing director of the Brandon Implement & Mfg. Co., spent a few days in Winnipeg on his return from Toronto.

David Drehmer, assistant manager of the John Deere Plow Co., Winnipeg, has just returned from a trip to the factories of Deere & Co. at Moline, Ill.

J. L. Landis has sold out his implement business at Leduc, Alta., to C. F. Krossa, and has purchased the business of Swan Olson at Provost, Alta.

R. B. Cockerton, Calgary manager of the McLaughlin Carriage Co., spent several days in the city visiting R. McKenzie, the western manager of the company.

S. S. Bean, manager of the American Seeding Machine Co., has just returned from a trip through the West, taking in Regina, Saskatoon, Calgary and Edmonton.

C. H. Stimson, manager of the American-Abell Co., is at present on a trip West visiting their branches at Regina, Calgary, and Edmonton and some other important points.

R. McKenzie, western manager of the McLaughlin Carriage Co., has just returned from Regina, Moose Jaw, Calgary, Edmonton and Saskatoon. He reports the

Hearty Wishes for a Jolly Christmas and a Prosperous New Year from Canadian Farm Implements

the demand for farm implements.

W. O. Lamb, assistant general agent at Regina, has been appointed general agent at Weyburn, Sask.; C. H. McClenaghan, blockman at Lethbridge, Alta., is to be general agent at Lethbridge, and P. F. Lanz, will be general agent at North Battleford, Sask.

New Branch of Massey-Harris Company.

The Massey-Harris Co. opened their new Alberta branch at Edmonton on Dec. 1. The company have experienced an expansion of business in this territory which made it necessary to divide Alberta into two districts for the better handling of their trade. This concern have now branches West of the lakes at Winnipeg, Regina, Saskatoon, Calgary and Edmonton, and they are therefore in better shape than ever before to take care of the rapidly increasing demand for Massey-Harris machinery.

outlook for business both in the carriage and automobile lines as being exceptionally good.

B. A. Shier is opening an implement business at Colonsay, Sask.

F. Moelman is selling out his implement business at Guernsey, Sask.

R. Stull has opened an implement warehouse at Gull Lake, Sask.

S. A. Cook has opened an implement business at Kennedy, Sask.

Geo. W. Matheson has gone into the implement business at Pense, Sask.

Andrew Leslie has started in the implement business at Duhamel, Alta.

W. Kearns is starting business as an implement dealer at Eyebrow, Sask.

Wright & Rainville, implement dealers at Kendal, Sask., have dissolved.

M. H. Staples, implement dealer at Treherne, Man., has sold out to H. J. Barkwell.

W. T. Moore has commenced business in harness and implements at Gerald, Sask.

Currie & Higginson have discontinued their implement business at Kitscoty, Alta.

Cameron & Fletcher have commenced business as implement dealers at Camrose, Alta.

Wm. Palmer has purchased the implement business of J. C. Staples at Treherne, Man.

Engness & Swanson are commencing an implement business at Buffalo Valley, Sask.

E. A. Holmes, general store and implements, has assigned to A. H. Allan, Edmonton.

T. H. Campbell has sold out his implement business at Marshall, Alta., to John Graham.

Calver Bros., implement dealers at Marquis, Sask., have been succeeded by Alvis Hames.

John Graham has bought the implement business of T. H. Campbell at Marshall, Sask.

J. L. Landis, livery and implement dealer at Leduc, Alta., has been succeeded by Fred Krossa.

Fleming & Harris have taken over the implement business of Chas. Johnston at Asquith, Sask.

Barschel & Bausmer, implement dealers at Canora, Sask., have been succeeded by J. F. P. Barschel.

E. J. Dobson, lumber and implement dealer at Bladworth, Sask., has sold to E. J. Meilicke & Sons, Ltd.

Anderson & Edmonson, implement dealers at Swift Current, Sask., are opening a branch at Webb, Sask.

The E. M. Kramer Co., Paxton, Ill., has just accepted an order from the importing firm of

Clement & Co., Buenos Aires, Argentina, for 7,500 rotary harrows.

Clark & Sharpe, hardware and implement dealers at Viking, Sask., have dissolved partnership, Clark continues.

Lay Bros., hardware and implement dealers at Birmingham, Sask., have assigned to E. E. Bailey, Yorkton.

Calver Bros., implement dealers at Dubuc, Sask., contemplate dissolution, Jan. 1, 1910. W. Calver continues.

E. E. Lyday, manager of the Parsons Hawkeye Co., has just returned from a three weeks' trip through the West. He immediately left for the home office and factory of the Maytag Co. at Newton, Iowa.

E. G. Ffolkes, president and manager of the Wilkinson Plough Co., Toronto, and the West Lorne Wagon Co., spent a couple of days in Winnipeg the middle of November.

D. Sutherland, implement dealer and blacksmith at Foxwarren, Man., paid us a visit recently and reported good business in his district. He is on his way back to England with his family to spend Christmas with the old folks.

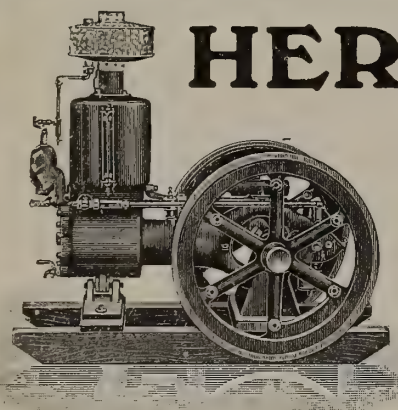
J. Crawford of Neepawa, president of the Interprovincial Retail Implement Dealers' Association, was recently in this city for

a few days. We understand Mr. Crawford and family will spend the winter in California.

W. E. Wheadon, representing the Wilkinson Plough Company, Limited, Toronto, is taking a trip through the West in the interests of his company. Mr. Wheadon has not been in the West for sixteen years, and has already found much to marvel at in the progress and development of the country.

H. H. Gracie, representative of the J. B. Armstrong Mfg. Co., Guelph, Ont., has just returned from a trip through the West and reports excellent success in introducing the Armstrong vehicles. Mr. Gracie is now returning to the home office to make arrangements for a still more aggressive campaign.

Mr. J. C. Brosnahan, who has been cashier of the International Harvester Company, Saskatoon branch, for the past two years, has been promoted to the position of travelling auditor for Western Canada. Although a young man, Mr. Brosnahan has had a number of years' experience with this company, and well merits this promotion. Mr. J. D. Moulder, who was formerly assistant cashier at the Saskatoon office, has been appointed cashier, succeeding Mr. Brosnahan. Mr. L. D. Archer, also a member of the office staff at Saskatoon, has been appointed assistant cashier to succeed Mr. Moulder.



HERE ARE OUR LINES

of UP-TO-DATE GOODS for
WIDE AWAKE DEALERS

To increase your Profits and Please your
Customers, GET OUR CONTRACT FOR 1910



Canadian Airmotors.

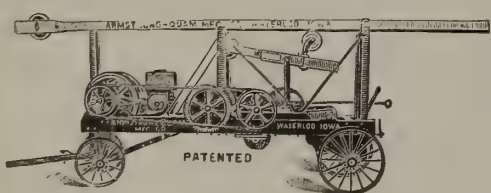
Stickney Gasoline Engines, Stationary and Portable. 11-2 to 20 h.p.

Kinnard-Haines "Flour City" Traction Gasoline Engines. 20 to 40 h.p.

Armstrong-Quam-Dempster, and Howell Well Drilling and Boring Machinery.

Town Water Tanks, Towers and Fire Engines.

Aylmer Standard Scales and Pumps.



Toronto Pumps in Iron and Wood, Single and Double Acting.

Toronto New Style Grain Grinders and Saws.

Well Casing---Pipe---Belting.



ONTARIO WIND ENGINE AND PUMP CO., LTD.

WINNIPEG

TORONTO

CALGARY



J. J. Bugee.

J. J. Bugee, manager of the collections department of the Moline Plow Company, Moline, Ill., has entered upon his new duties as assistant trade manager of the Rock Island Plow Company. Mr. Bugee tendered his resignation to the former firm the first of last month to accept the higher position of assistant to D. L. Garrison.

During his residence in Moline the last two years Mr. Bugee has

acted as collections manager. Previous to this he had been in the employ of the company thirteen years as salesman, book-keeper and branch house manager.

It is about 11 years since Mr. Bugee became acquainted with the trade in Canada. In 1900 he came here as traveller for the Minnesota Moline Plow Co. and established the Winnipeg branch known as the Canadian Moline Plow Co. He was in charge of this branch until 1904, when he became manager of the Missouri Moline Plow Co. until 1906, at which time he resumed charge of the Winnipeg branch until 1908, after which Mr. Bugee was appointed to the position he has just vacated.

Mr. Bugee is highly respected in Western Canada, and has a reputation throughout the trade as a kindly and genial man of business. He takes with him the best wishes of this journal, together with those of the multitude of friends he has made in the trade and territory this paper covers.

Implement Specialties Co.

A company has recently been formed to place on the market a new patented plowshare fastener which should prove of great service to all plow users. It is a simple device which eliminates

trouble with bolts, etc., and enables anyone to change shares in the field in the shortest possible time.

The following gentlemen have formed a joint stock company capitalized at \$80,000, with headquarters at Winnipeg: J. N. Johnston, president of the Western Underwriters; Alex McCurdy, grain inspector of the Grain Growers' Grain Co., Ltd.; Alex Parker, retired farmer; M. O. Dahle, all of Winnipeg, and Andrew Dryden, farmer, Sanford, Man.

For further particulars of this device see page 35.

Sawyer-Massey Advances.

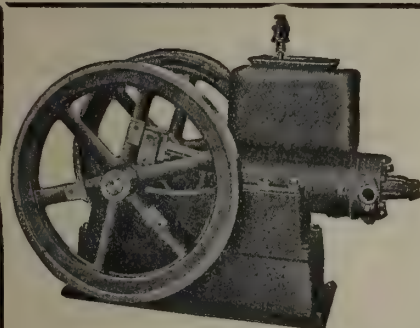
As has been previously announced in the pages of our journal, this company has already enlarged its factories in Ontario for the purpose of taking care of the great demand for their Sawyer-Massey and Great-West steam engines, threshing machines, and also road machinery for the Western provinces, and have added greatly to their facilities in their experimental department by the employment of men of the widest experience, who are entrusted with the improvement of their engines and threshers, thus keeping them well in the front ranks of this class of machinery made in America. They have already

augmented their Western organization by the addition of a number of experienced men in the field and have completed arrangements for the erection of large warehouses and offices in the western provinces for the storage, distribution and care of their increasing trade.

Although this company has been doing business in the prairie provinces since the inception of grain growing and have a large and well known established trade, we look forward to their making a very aggressive campaign for future business. In addition to their trade in steam engines, threshing machines and road machinery, they will be in the field this year with two gasoline tractors, having made arrangements for the exclusive sale of the Ohio tractor and the Marshall engines, which have been introduced to the prairie provinces from Gainsborough, England, during the past three years.

In districts where this company is not already represented by a local agent, handling either steam or gasoline engines, the company assure us they have a very attractive proposition to offer.

"Your hair wants cutting badly, sir," said a barber to a customer. "No, it doesn't," replied the man in the chair; "it wants cutting nicely. You cut it badly last time."



**Gilson
Goes Like
Sixty**

Mr. Dealer

are you looking for a high grade, powerful Gasoline Engine that will give absolute satisfaction to your farm trade and enable you to meet all competitors on **Price and Quality**?

Do You Know

The Gilson has a large reserve horse power, which exceeds its rated horse power; don't require experts, is simple and durable?

It Goes Like Sixty

It is the Goes like Sixty live line for the dealer, Sells quick, stays Sold. Full line of sizes from 1 to 23 horse power, also Portable Engines and Wood Sawing Outfits.

Write for catalogue, copy of contract and prices, to

Empire Cream Separator Co. of Canada Ltd.

230 Princess St., Cockshutt Building, Winnipeg, Man.

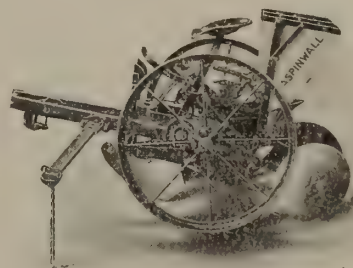
Sole Agents for Western Canada

Aspinwall Potato Planter

No. 3

The GROWER demands ACCURACY, SIMPLICITY and DURABILITY. You find them ALL in the ASPINWALL.

Operated by
ONE MAN
and
no BRUISED
Fingers
or
Dust Blinded
Eyes



No change of
Pickers
for different
sized Seed
or different
distance
of
Planting.

Potato Planter No. 3.

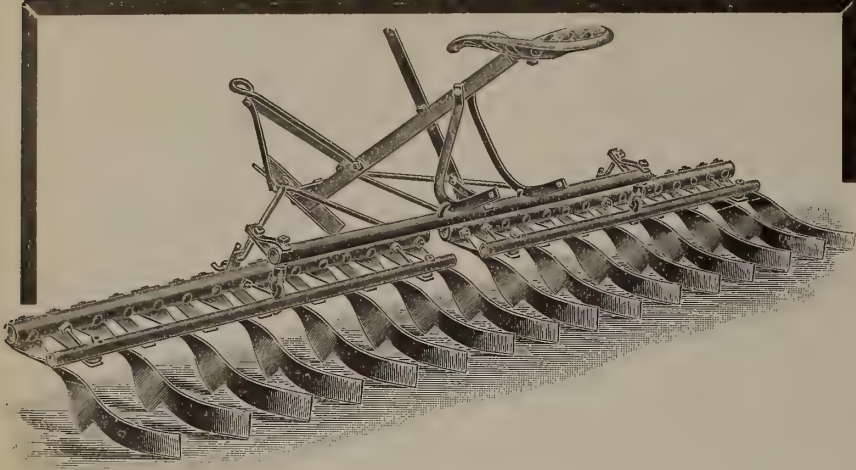
We want your co-operation in the sale of our **Potato CUTTERS, PLANTERS, SPRAYERS, and SORTERS.** Write today for our catalog and ATTRACTIVE OFFER to the DEALER for 1911. The season just passed has been the largest in the history of our company, but we are determined 1910-11 shall surpass even that record.

Aspinwall Manufacturing Co.

JACKSON, MICHIGAN, U.S.A.

Canadian Factory - GUELPH, ONTARIO.

World's Oldest and Largest Makers of Potato Machinery.



Mr. DEALER

You should be selling the

“ACME” HARROW

Prices within the reach of every farmer, still a good profit to you on a small investment.

No Imitations; the “ACME” being the only tool of its class, your local agency for the “ACME” will have the field to itself; your customers with their Acme's, working advertisers and salesmen for you, BECAUSE, from the farmers' standpoint, better crops result. Maximum yield per acre of any crop is obtained where the soil is prepared with an “ACME” it being a Harrow suited to every condition of soil and every requirement of soil preparation after the plow.

For Irrigated Land, producing the ideal surface condition of a perfect seed bed for seeding.

For Dry Farming, being the best Harrow for proper conservation of moisture, thoroughly packing the under soil turned over by the plow, leaving no voids or air spaces to break the upward attraction of water, leaving the surface in a perfect mulch, thoroughly pulverized.

FOR PRICES AND TERMS TO AGENTS,
write **GENERAL AGENTS** for your territory.

John Deere Plow Co.

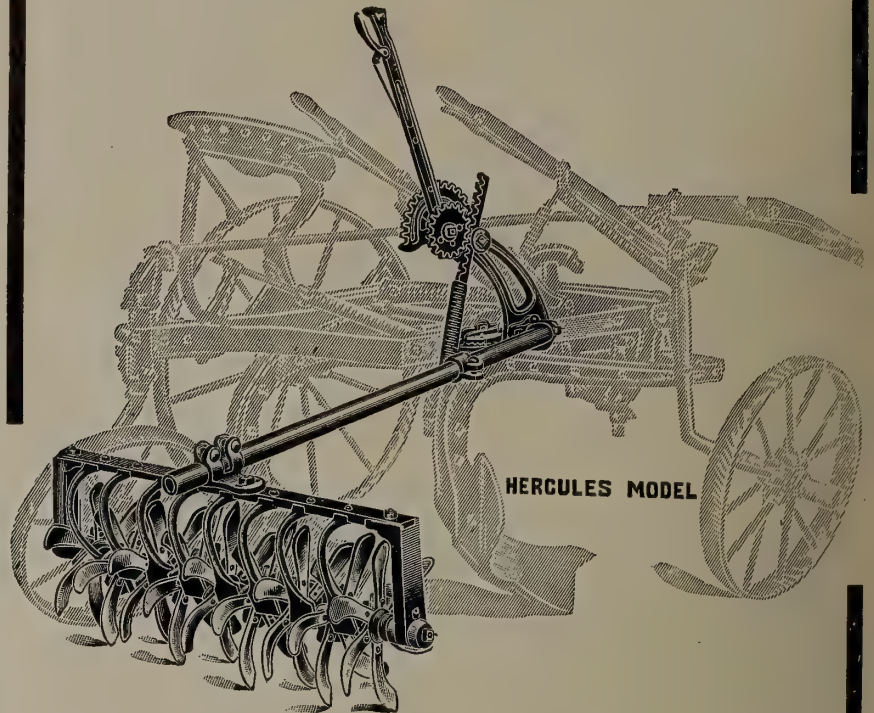
LIMITED

WINNIPEG

Calgary Edmonton Saskatoon Regina

DUANE H. NASH, INCORPORATED,
107 Division Ave., Millington, N.J.

Harrow While You Plow With a KRAMER



There's a Reason

There are two basic principles involved in Dry Farming.

The first and most important is “The Conservation of Moisture”; the second is “Rational Systematic Cultivation.”

The use of The Kramer Plow Attachment directly effects both principles. It engages the ground right off the moldboard of the plow, when it yields and responds most readily to treatment.

The entire furrow slice is chopped up into a mulch, that not only effectively locks in the moisture for the plant, but at the same time does the “Lion's Share” of the work in the preparation of the Seed Bed.

The Kramer plow attachments have distinctive features, which appeal to all practical farmers.

The Models we have to offer for 1911 are of interest to every dealer.

Write to-day for catalog, prices and terms.

THE KRAMER COMPANY

Winnipeg, Man.

Paxton, Ill.

CANADIAN SELLING ORGANIZATION.

JOHN DEERE PLOW CO., LIMITED

Winnipeg

Regina, Saskatoon, Calgary, Edmonton

Light Draft Van Brunt Drill



Old Style 1900

TEN YEARS AGO

VAN BRUNT gave the farmers of North America the first really successful Single Disc Drill with closed delivery. Because of its palpable advantages over everything of the kind then in use, it immediately superseded all other seeding machines of that date. Van Brunt, however, found a tendency on the part of the soil to close into the seeding furrow before the seed could reach its proper germinating level, evidently because the boot and discharge opened **OUTSIDE** the circumference of Disc boot.

**Lighter Draft—Stronger Machine
Than Any Seeder Made**

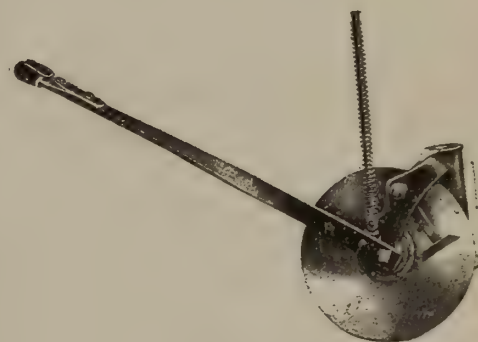
A LITTLE CHANGE A BIG RESULT

THIS YEAR

VAN BRUNT has again stolen a march on competitors with an adjustment which brings the boot within the circle of the Disc Blade. This improvement absolutely guarantees the placing of every seed that passes from the hopper at a uniform depth—where it is not merely covered by the “dust blanket” but in a moist bed of humus where germination and a strong growth cannot fail to follow. This machine moves without a single impediment

**Case Hardened Oil-Tight Dust-Proof
BEARINGS**
Oiled Once or Twice a Season Makes
Machine Practically Everlasting

that is found within itself. It does its work with the delicacy and thoroughness almost of human intelligence. There is no difficulty of soil condition that cannot be easily negotiated by this perfect seeding implement.

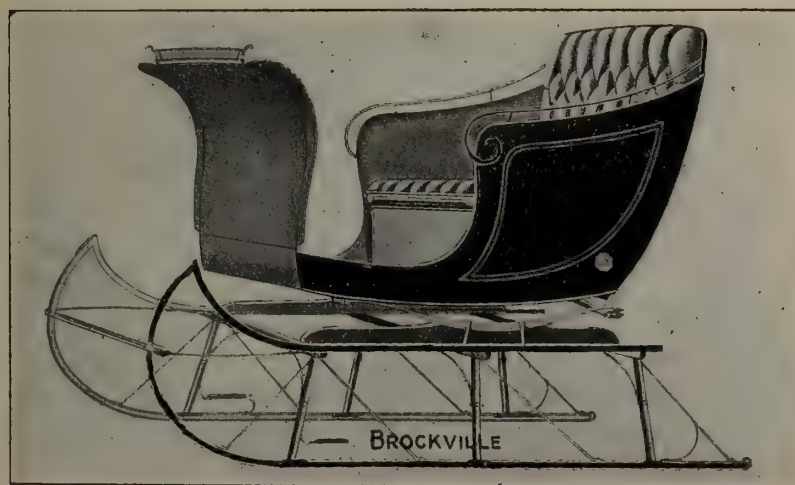


New Style 1910

BROCKVILLE LINE OF BUGGIES AND CUTTERS

“CANADA’S STANDARD”

THE KIND THAT SELL, BUILD UP YOUR TRADE, AND MAKE YOU MONEY



No. 210 SPRING PORTLAND.

The above cut shows one of thirty-two different styles we carry in stock at Winnipeg and all our branches.

Have the following points of Merit:—

GEARS:—

XXX hickory knees and beams.
Steel braces and steel channel shoes.
Shifting rod on detachable bar shafts.

BODIES:—

White ash frames.
Three-ply dash, back and side panels.
Panels glued and screwed to frame.

TRIMMING:—

Best grade plush or wood dyed cloth.
Spring backs (removable).
Spring cushions.

Nickel Plating on Brass.

Guaranteed Not to Rust.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

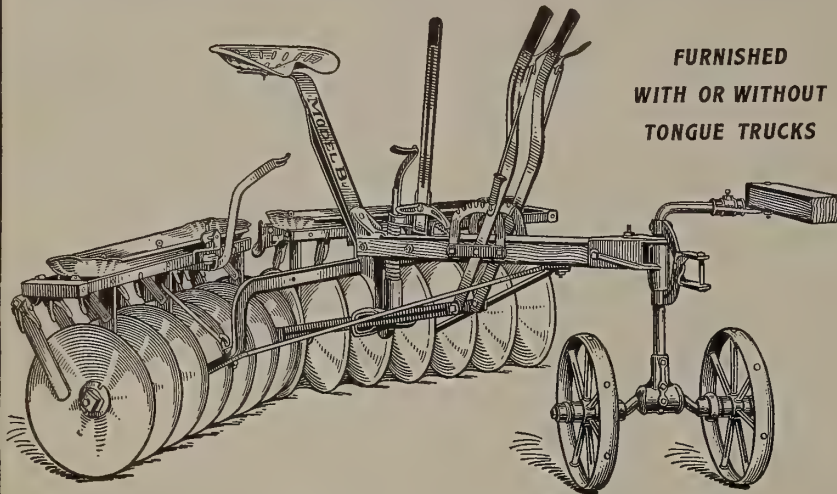
SASKATOON

CALGARY

EDMONTON

DISC HARROWS

Deere Model B Disc Harrow



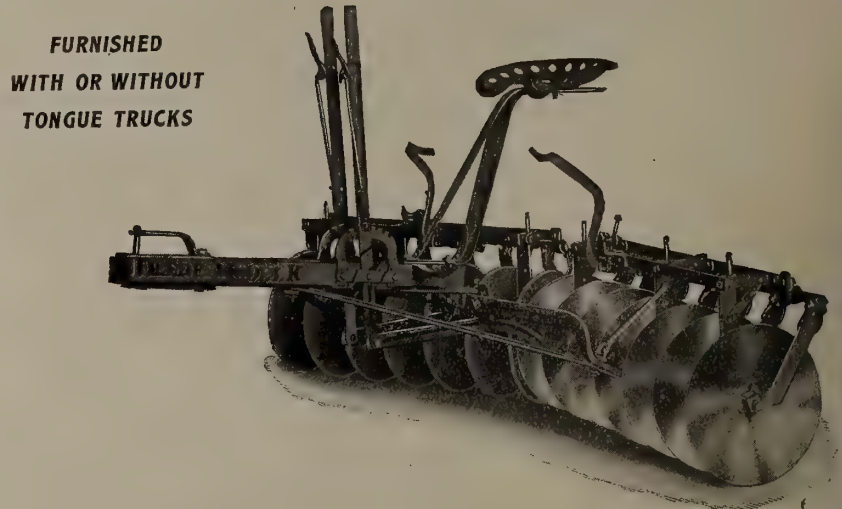
FURNISHED
WITH OR WITHOUT
TONGUE TRUCKS

It is the Only Real Flexible Harrow

PROGRESSIVE Farmers know how much more satisfactory our Model "B" Disc Harrow does its work of pulverizing the soil evenly—without skipping rough places in the "middle"—because our Third Lever With Spring Pressure Yoke and controlled draw bars enables you to govern your discs. They can't push up in the centre, as with ordinary machines. You pull the lever and it locks automatically with discs working through dead furrows or over ridges always cultivating thoroughly. Special features besides superior malleable iron parts and extra durable construction are: Easy, Double-Spring Seat—High Frame out of dust—Adjustable Disc Scrapers—Lighter Draft, etc.

Write for Catalogue

Deere Model K Disc Harrow



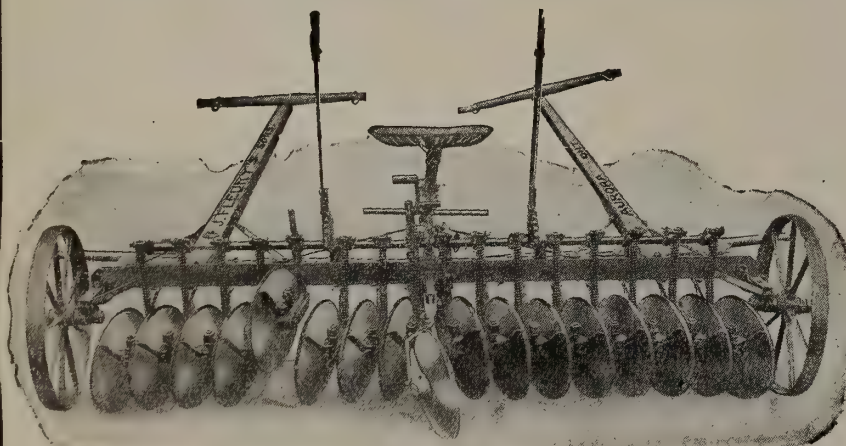
FURNISHED
WITH OR WITHOUT
TONGUE TRUCKS

A STRONG, substantial two-lever harrow, slightly lighter than Model "B," but having many of its points of superiority. The Frame is made from a single piece of heavy steel. The frame bars, crosstrees and braces are all steel, very securely riveted and bolted together.

The Scrapers are of the improved oscillating style, and can be easily removed or replaced. Hard Maple oil-soaked bearings are used on this harrow. Disc Blades are made of the very best quality steel, thoroughly polished and sharpened. Double Angling Revers on this harrow ensure a convenient machine for lapping lands and for hillside work.

Write for Catalogue

Cyclone Wheel Disc Harrow



537

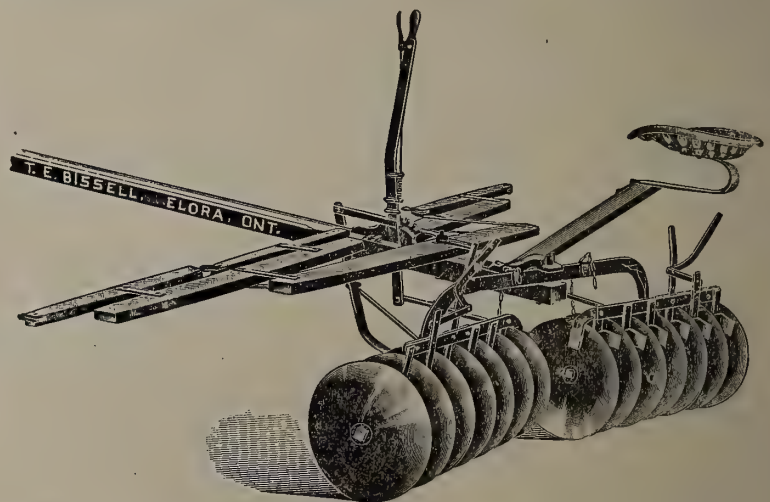
EASY to move from one field to the other. No danger of dulling discs on hard road. Can be backed, or turned anywhere. Each disc is independent and equipped with a pressure spring, the same as a grain drill.

More or less pressure can be applied at the will of the operator. For discing stubble fields, summer fallowing, or plowed land, it has no equal.

Can also be used as a weeder or cultivator, being so constructed that the discs can be set at any depth desired; the space between discs being thoroughly worked and much lighter draft than a cultivator.

WRITE FOR CATALOGUE

Genuine Bissell Disc Harrow



THE Disc that farmers want. Some good features are—
Correct Balance—Stays down at its work, does not buckle, bind and hump up in the centre.

Shape of Disc—Cuts, turns and stirs the soil, where others only scrape the ground.

Light of Draft—Forty hard Anti-friction Balls used in every "Bissell" Harrow relieve the horses.

Ease on Horses' Necks—The Hitch is well back, the seat projects at the rear of frame; no weight on necks.

WRITE FOR CATALOGUE

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

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EDMONTON

John Deere Engine Gang

FOR PERFECT WORK



MORE JOHN DEERE ENGINE GANGS SOLD IN WESTERN CANADA THAN ANY COMPETITIVE MAKE
4, 6, 8, 10, 12 or 14 BOTTOMS



A Six Bottom John Deere Engine Plow. Outfit of Jas. G. Henry, Guernsey, Sask.
 Note Quality of Work.

A gauge wheel runs between each pair of bottoms making it possible to use rolling coulters in the right way. Beams carry stubble, turf and stubble, or breaker bottoms. And John Deere Bottoms have never been equalled for quality of work and light draft.

John Deere engine plows have the bottoms attached to frame in pairs. This insures steady running, best work, easiest handling.

We have just published a new book which is the best thing ever put out on engine plows. Write for it to-day.

Labor most advantageously employed is the most productive.

The two men operating the engine plowing outfit shown here will do from fifty to one hundred per cent more work than six men and teams operating single bottom plows.

Therefore, the profit on their labor is greater.

Or, to put it another way, the resulting crop costs less and is consequently more profitable.

This principle of the economical use of labor is one of the essentials of profitable farming.

John Deere Engine Plows are built to operate most economically.

And to do the best work

Here are a few important features.

Indestructible bridge-like steel frame carried on three easy running wheels and covered with perfectly level platform. Plows attached to frame in pairs, each pair being operated by a single lever. One man can operate a John Deere Engine Plow, regardless of size. Each beam point is attached to a screw clevis so plows can be given exactly the right adjustment.

This is the Screw Clevis. Found only on John Deere Engine Plows.



Gives the Plows an Absolutely Accurate Adjustment.

JOHN DEERE PLOW CO. LTD.

Winnipeg

REGINA

SASKATOON

CALGARY

EDMONTON



MODERN METHODS ON A DEMONSTRATION FARM.

Report by W. J. Elliott, Superintendent C. P. Ry. Farm,
Strathmore, Alta.

The milking machine in use at the Canadian Pacific Railway Farm, Strathmore, Alberta, is one perfected by the D. H. Burrell & Company, of Little Falls, New York. It is run on the vacuum system and appears to give as near perfect results as possible. We used this milking machine for three years in Montana and are well satisfied with it. In fact we are thoroughly convinced that this machine is going to solve the great labor and drudgery problem of the dairy business. Once in a while we may find a cow who does not take kindly to the machine, yet, nine out of every ten cows will milk fairly well with it. In comparing the milking machine with hand milking, we might say that if it were possible to get men who were excellent milkers, perhaps there might not be very much gained in the use of the machine, but as conditions are today and as we have to do with a great variety of inefficient help, the milking machine is certainly a boon to the dairyman. It is always ready for business and costs very little for upkeep. In the three years' use at the Montana Agricultural College, the total expense for upkeep was less than \$1.25. In fact, there seems to be very little about the machine that is liable to get out of order.

Notwithstanding the fact that the milking machine will do efficient work, the main point is to have a man who will properly handle the machine. After all, more depends upon the man than upon the machine. The milking machine will do the work if you will get the proper man to handle it. We would strongly recommend that in every case where it is thought desirable to install the machine that one of the best milkers should be sent to some place where a milking machine is in use so that he may have about two weeks' experience in handling the machine. A man

who is successful as a hand milker will likely be efficient with the machine, as he is apt to be one that studies the cows, knows the condition of each animal, and knows exactly how each cow milks in each quarter. He must study the cow. He must bear all of these things in mind very clearly, and must handle the machine just as carefully as he would handle the cow under a system of hand milking. The two great things in favor of the milking machine are cleanliness and labor saved. Our man in the barn at the present time milks 50 cows in 58 minutes. With respect to cleanliness, it will be understood, of course, that everything about the pail and teat cups is air tight, consequently, no dirt or dust of any description can gain access to the milk. One of the main points is to keep the rubber tubing thoroughly cleaned. It is a comparatively simple matter to do this just before the milking operation stops. Get two pails of water, one lukewarm with Wandotte powder in it and the other as hot as possible. With an extra stop cock in the passage simply attach each pail to the power. Immerse the teat cups in the solution and then in the scalding water, thus these fluids are surged through the rubber and aid very materially in keeping them clean. Between one milking operation and another, the tubes are immersed in a carbolyzed solution of lime water, or still again in a salt brine solution. This latter we think the simplest and perhaps as efficient as any. We find the cows take very kindly to the machine, and in fact, if we are able to judge, seem to prefer it to hand milking. It would not pay to install the machine with less than 25 cows, but with that number up to the very largest dairies, the milking machine comes to be very profitable. In our barn at the Demonstration Farm, where it took six men last winter to

care for the dairy stock, this winter we intend to do the work with three men; thus it will be clearly seen that in the labor saved during the coming winter, we will practically pay for the complete installation of the milking machine. For a barn of 20 to 25 cows, three to four hundred dollars will install the milking machine. In our barn, an equipment to milk 100 cows cost us between eight and nine hundred dollars, and as I have already said, we will actually save the cost of this machine in one year's time with the elimination of practically half our dairy help. After all is said and done, the main point is centered in the man who will operate the machine, and a man of good ordinary commonsense ought to be able to handle the milking machine in a short time.

Winnipeg Agricultural Motor Competition, 1911.

A meeting of those interested in the Agricultural Motor Competition to be held in connection with the Canadian Industrial Exhibition Association at Winnipeg next summer, held on the evening of November 19th, was attended by the following representatives: International Harvester Co., Burrell Motor Co., J. I. Case Threshing Machine Co., Goold, Shapley & Muir, American-Abell Co., Gas Traction Company; Professors Greig and Smith, Canadian Farm Implements, Canadian Thresherman, Farmers' Advocate, Gas Power Age, M. Rumely Co., and Geo. H. Greig, chairman.

Considerable discussion ensued as to the classes for the engines for this year and the following rules were suggested:

1. The entries shall be classified as follows:

(a) Gasoline Engines whose piston displacement is 300 cubic feet per minute and under.

(b) Gasoline Engines over 300 and under 500 cubic feet per minute.

(c) Gasoline Engines 500 cubic feet per minute and over.

(d) Kerosene Engines all sizes.

The piston displacement to be calculated on a basis of a piston speed of 700 feet per minute, and will equal the total piston area in square feet multiplied by 700.

(e) Steam Engines whose piston area in feet multiplied by piston speed of 450 feet per minute multiplied by the boiler pressure and divided by 500 is under 60.

(f) Steam Engines whose piston area in feet multiplied by piston speed of 450 feet per minute multiplied by the boiler pressure and divided by 500 is over 60 and under 100.

(g) Steam Engines whose piston area in feet multiplied by piston speed of 450 feet per minute multiplied by the boiler pressure divided by 500 is 100 and over.

No firm to enter more than one engine in each class unless the engine be radically different in construction.

On the steam outfits only two men will be permitted and only one on the Gasoline, and one man only on the plows during test.

It was suggested that the tests this year comprise only brake test and plowing test.

The rules of the Province of Alberta will govern the pressures in the boilers and the engines.

The following score-card was suggested.

	Internal Comb. Engines	Steam Engines
Brake test—150 points.		
Horse power hours per units of fuel used	100	100
Water used per gallon per cent of capacity	15	10
Efficiency as taken from the mean effective pressure	15	10
Steadiness of running, vibration, condition of Engine.	20	10
	150	
Horsepower hours per 100 gallons of water		20
		150
Maximum Test—50 points		
Draw Bar h.p. compared with b.h.p.	20	20
Condition of the engine	30	30
	50	50
Plowing test—200 points		
Fuel used per draw bar h.p. hour	100	90
Water used per draw bar h.p. hour	20	30
Acres plowed per acre per b.h.p.	20	20
Quality of plowing	20	20
Distance travelled without replenishing fuel	15	15
Condition of engine, stops, etc.	25	25
	200	200
Design and construction 100		
Protection of working parts	20	20
Accessibility	20	20
Variation of speed	20	20
Easy manipulation	20	20
Design, materials of construction	20	20
	100	100

Alberta Beat Them All.

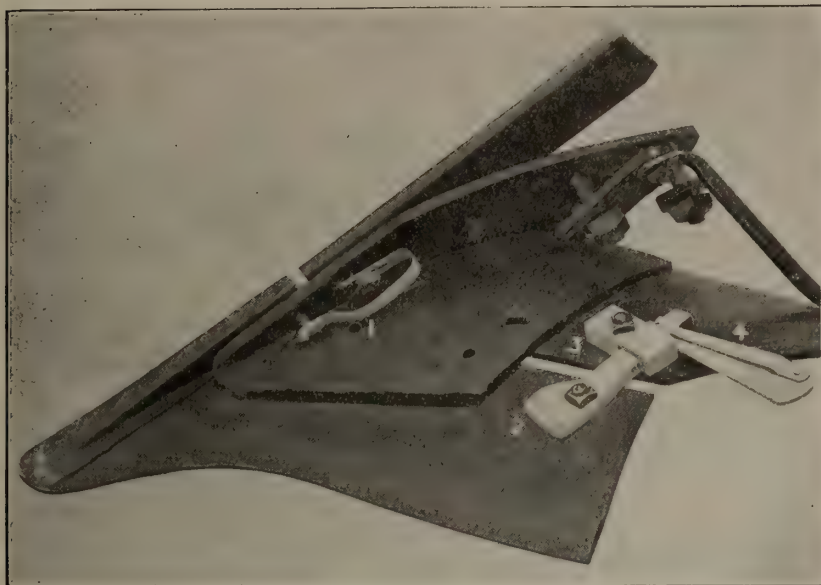
The silver trophy presented to the International Dry Farming Congress by Governor M. E. Hay, of Washington state, and won by the Alberta government exhibit at the state fair at Spokane last month, has been received at Edmonton. By virtue of the most complete exhibit ever sent out of the province Alberta won this trophy in open competition with the world. Nearly every state in the union was represented at the fair, and many other countries. It was there that Alberta, which was supposed to have suffered a bad crop season this year, displayed the real extent of its possibilities.

Realizing mistakes is good; realizing on them is better. If we can get real, fine, satisfying dividends from our mistakes they prove themselves not losses but wise investments.

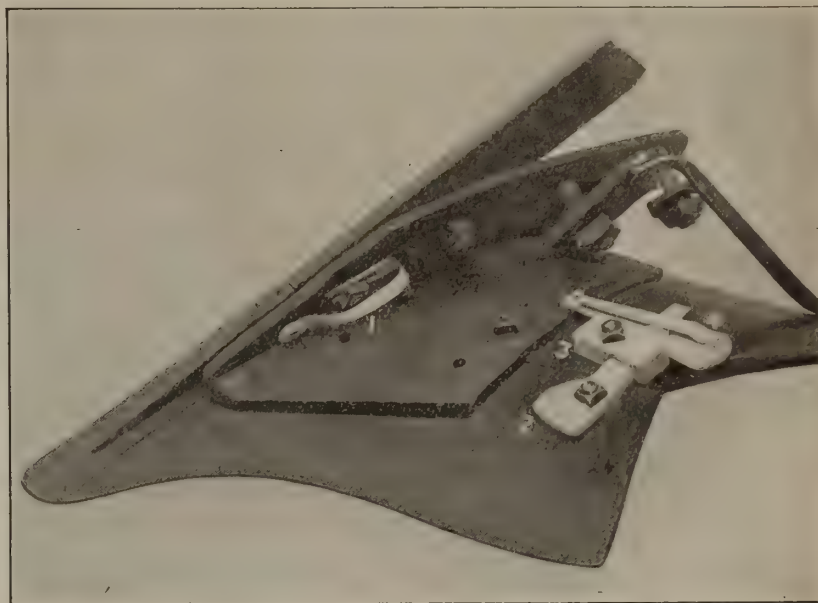
The Parks-Coughlin Plowshare Fastener

(Patented)

ELIMINATES PLOWSHARE TROUBLES



Device Open



Device Closed

1—Spring Bolt, 2—Coupler, 3—Lock Bar, 4 Wedge Key.

The Greater Share of a Farmer's Plow-Troubles Are Share Troubles

By Using Our Fastener He Will Be Relieved of These. He Will Then Have

**No
More**

Need of Tipping Plows over to get at the Shares.

Trouble with Rusted and Damaged Burrs.

Trouble with Turning Bolts.

Use for Hammer and Punch to Force Holes in "sprung" Share into line with those in the Frog of the Plow.

Cheaper than bolts. As strong as bolts---has stood every test in every soil. The natural way to fasten the share on a modern plow.

The fastener is easily attached, and when once on, need not be removed until the plow is worn out. The value of the time and bolts saved, not to speak of the better grade of work done, by changing shares often, will more than pay for a set in one year. One set will last a lifetime.

The Wedge Key draws the Coupler through the Lock Bar, back and up. It holds the share firmly against the landside on the plow and against the whole length of the mouldboard. The holding force is **Wedge Power**. This is strong enough in itself, but we have reinforced it with a spring bolt in the landside. Properly attached, the share can not come off.

Change Shares in Forty Seconds

That is what we did in the field trials, and a boy can do it as easily as a man.

To change shares, simply lift the plow out of the ground, loosen the wedge key by tapping it at the point with your wrench, remove it, unsnap the spring bolt and lift the share off. Place the new share in position, secure the spring bolt, insert the key and drive it in with your wrench.

You can sell these fasteners every business day this winter. Every farmer will want to see the fastener on a plow. To see it is to buy it.

Attach the fasteners to a gang plow and demonstrate by interchanging the shares. One demonstration will sell to every plow-owner who sees it.

Every Set Sold Under A Responsible Guarantee

Every part is substantially made and guaranteed. Every set is fully guaranteed to you and we will back you in that guarantee to the farmer. You will want to handle these goods and you should arrange with us now. Write us for full particulars at once. Do it before you turn from this page.

IMPLEMENT SPECIALTIES COMPANY

304 McIntyre Bldg.,

Winnipeg, Man.

Good Roads.

In the course of an address on Good Roads delivered in the U.S. House of Representatives Hon. William Sulzer said:

"Good roads mean progress and prosperity, a benefit to the people who live in the cities, an advantage to the people who live in the country, and it will help every section of our vast domain. Good roads, like good streets, make habitation along them most desirable; they enhance the value of farm lands, facilitate transportation, and add untold wealth to the producers and consumers of the country; they are the milestones marking the advance of civilization; they economize time, give labor a lift, and make millions in money; they save wear and tear and worry and waste; they beautify the country—bring it in touch with the city; they aid the social and the religious and the educational and the industrial progress of the people; they make better homes and happier hearthside; they are the avenues of trade, the highways of commerce, the mail routes of information, and the agencies of speedy communication; they mean the economical transportation of marketable products—the maximum burden at the minimum cost; they are the ligaments that bind the country together in thrift and in-

dustry and intelligence and patriotism; they promote social intercourse, prevent intellectual stagnation, and increase the happiness and the prosperity of our producing masses; they contribute to the glory of the country, give employment to our idle workmen, distribute the necessities of life—the products of the fields and the forests and the factories—encourage energy and husbandry, inculcate love for our scenic wonders, and make mankind better and broader and greater and grander.

The plain people of the land are familiar with the truths of history. They know the past. They realize that often the difference between good roads and bad roads is the difference between profit and loss. Good roads have a money value far beyond our ordinary conception. Bad roads constitute our greatest drawback to internal development and material progress. Good roads mean prosperous farmers; bad roads mean abandoned farms, sparsely settled country districts, and congested populated cities, where the poor are destined to become poorer. Good roads mean more cultivated farms and cheaper food products for the toilers in the towns; bad roads mean poor transportation, lack of communication, high prices for the necessities of life, the loss of untold millions of

wealth, and idle workmen seeking employment. Good roads will help those who cultivate the soil and feed the multitude, and whatever aids the producers and the farmers of our country will increase our wealth and our greatness and benefit all the people. We cannot destroy our farms without final decay. They are today the heart of our national life and the chief source of our material greatness. Tear down every edifice in our cities and labor will rebuild them, but abandon the farms and our cities will disappear forever.

One of the crying needs in this country, especially in the South and West, is good roads. The establishment of good roads would, in a great measure, solve the question of the high price of food and the increasing cost of living. By reducing the cost of transportation it would enable the farmer to market his produce at a lower price and at a larger profit at the same time. It would bring communities closer together and in touch with the centers of population, thereby facilitating the commerce of ideas as well as of material products.

When the agricultural production alone of the United States for the past eleven years totals \$70,000,000,000, a sum to stagger the imagination, and it cost more to take this product from the farm to the railway station than

from such station to the American and European markets, and when the saving in cost of moving this product of agriculture over good highways instead of bad would have built 1,000,000 miles of good roads, the incalculable waste of bad roads in this country is shown to be of such enormous proportions as to demand immediate reformation and the wisest and best statesmanship; but great as is the loss to transportation, mercantile, industrial, and farming interests, incomparably greater is the material loss to the women and the children and the social life, a matter as important as civilization itself. The truth of the declaration of Charles Sumner, fifty years ago, that "the two greatest forces for the advancement of civilization are the schoolmaster and good roads," is emphasized by the experience of the intervening years and points to the wisdom of a union of the educational, commercial, transportation, and industrial interests of our country in aggressive action for permanent good roads.

Brandon.

Mr. Jacobson, assistant cashier in the International Harvester Co. office, Brandon, has been promoted to cashier at their new agency at Weyburn.

E. A. Mott, general manager Cockshutt Plow Co., Winnipeg, was a visitor. While here he inspected the new warehouse.

John Adams, of the Cockshutt Plow Co., Ltd., Winnipeg, was a visitor. He went south and west from here.

J. E. Cummings, implement dealer of Granum, is a visitor to this city.

George E. Wilson, general manager, Northwest Thresher Co., Stillwater, Minn., was a visitor to the city.

Through the strong presentation made by Rev. D. McDiarmid, principal of The Brandon College before the Baptist Union of Western Canada, Brandon College has been affiliated with the McMaster University, Toronto.

J. D. McGregor has taken his famous herd of Aberdeen Angus cattle to Chicago to compete with America's greatest herds for honors in the show ring. The herd is one of the most valuable on this continent and he has already had offers for his young stock from breeders in the U. S. This is the first time in the history of the west that a full herd has been sent to the Chicago Exhibition and western breeders and stockmen are deeply interested in this exhibit.

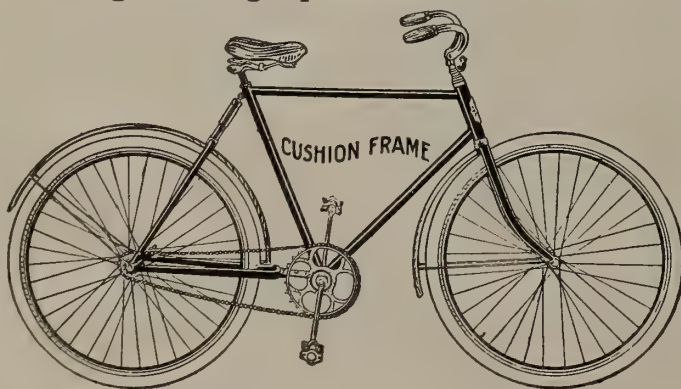
There has been an unusually brisk movement in city real estate and Brandon district farms during the past month. Many big sales have been made and several large deals are pending. The brisk business is the result

The Best Bicycle

It isn't always the road that makes wheeling unpleasant. It isn't always the fault of the merchant if his business is unprofitable—it may be due to inferior goods, but

The Cleveland, Massey-Harris, Perfect and Brantford Wheels

are sure to give SATISFACTION alike to the user and dealer, because they are made of the very best material and have all the comfort-giving inventions that go towards making wheeling a pleasure.



"Anything that will keep men and women out of doors is a good investment. Therefore, the bicycle has been and is a great thing for the human family."—Lafayette Young, editor "The Des Moines Capitol," Des Moines, Iowa.

There is the Hercules Coaster Brake, the Hygienic Cushion Frame and the Sills Handle Bars.

Then the wheel is put together carefully by experts and fully guaranteed. It's sold at a price that covers the cost of making a thoroughly good bicycle.

Local Agents Wanted Everywhere

THE CANADA CYCLE AND MOTOR CO. LIMITED., WINNIPEG

of local people buying for investment and visitors locating here. Never before has there been such a large number of visitors looking for business locations. One dealer during the month made sales of farm property alone aggregating \$65,000. Brandon clearing house returns for the month show \$3,318,642.

The Canadian Pacific Ry. have completed their new telephone service for dispatching trains between Brandon and Broadview and it is now in operation. The installation of the new service will not reduce the staff, but will greatly improve the facilities for work, which is rapidly increasing.

The Brandon County Sunday School association met in Brandon recently and was very largely attended. Speakers from Chicago and other outside places were in attendance.

The new Knox Presbyterian church was opened 13th Nov. The Rev. J. G. Inkster, of London, Ont., occupied the pulpit both morning and evening. The building reflects great credit on the architect, contractor and congregation.

H. F. Mustard, general manager for J. I. Case T. M. Co., Winnipeg, was a visitor to the city.

The Case Co. have put in a car load of their Case-Pierce-Racine automobiles at this point.

A petition signed by over 2,000 persons has been presented to the City Council asking that a plebiscite be taken on the Municipal Election day whether or not a street car system be started and also whether the franchise be granted to a private company, or retained by the city. The general feeling seems to be that the city build and operate themselves.

The date for the Provincial Winter Fair held here has been announced for March 11 to 17. The fair this year on account of the winter fair building being occupied as an asylum will be held in the summer fair buildings and everything that can be done for the comfort and accommodation of the visitors and stock has been arranged by the directors of the winter fair building.

Building returns from 22 cities in Canada which have been compiled by the Construction Magazine for September show that the largest proportionate growth for the month was experienced in Brandon, which shows a gain of 664 per cent. Work amounting to \$437,675 was undertaken as against \$57,200 in the same month in 1908.

A. R. B. Hearne, manager of the Imperial Bank here for 9 years, has been transferred to Vancouver to relieve A. Judes, who is leaving for England on an extended trip.

A. B. Duncan, at one time accountant here, is taking Mr. Hearne's place.

It is announced that a new hospital for insane to cost a quarter million to replace the one recently burnt will be commenced early next spring and in the meantime the Winter Fair Building will be retained for that purpose.

A party of C.P.Ry. officials composed of Gen'l-Superintendent Arundel, Master-Mechanic R. Preston and Superintendent Stevens of Winnipeg, visited the city recently on a trip of inspection. The business of the officers was in connection with improvements in Brandon during the coming year. It is understood the C.P.Ry. contemplate a heavy expenditure at this point during 1911.

A new lighting system has been installed in the Central Canada Fire Ins. Co. offices. The new light is known as the Inverted Comfort Light and is in-

tended to diffuse the light so as to render an even glare over the entire room. By the aid of reflectors it is practically impossible to obtain a shadow where this light is used.

The Municipal Elections are at present the burning question.

Next year Brandon will have to deal with the street car question, street paving and other matters of equal importance.

Tax bills are high and many of the rate payers are bestirring themselves to get out as candidates the ablest and safest men in the city, but with little success up to the present; practically all leading business men refusing to run. Contests in each case are likely and three names are mentioned for mayor.

The Experimental Farm reports fully 15 inches snow in the recent storm and the coming of the snow has resulted in a very marked increase in trade, es-

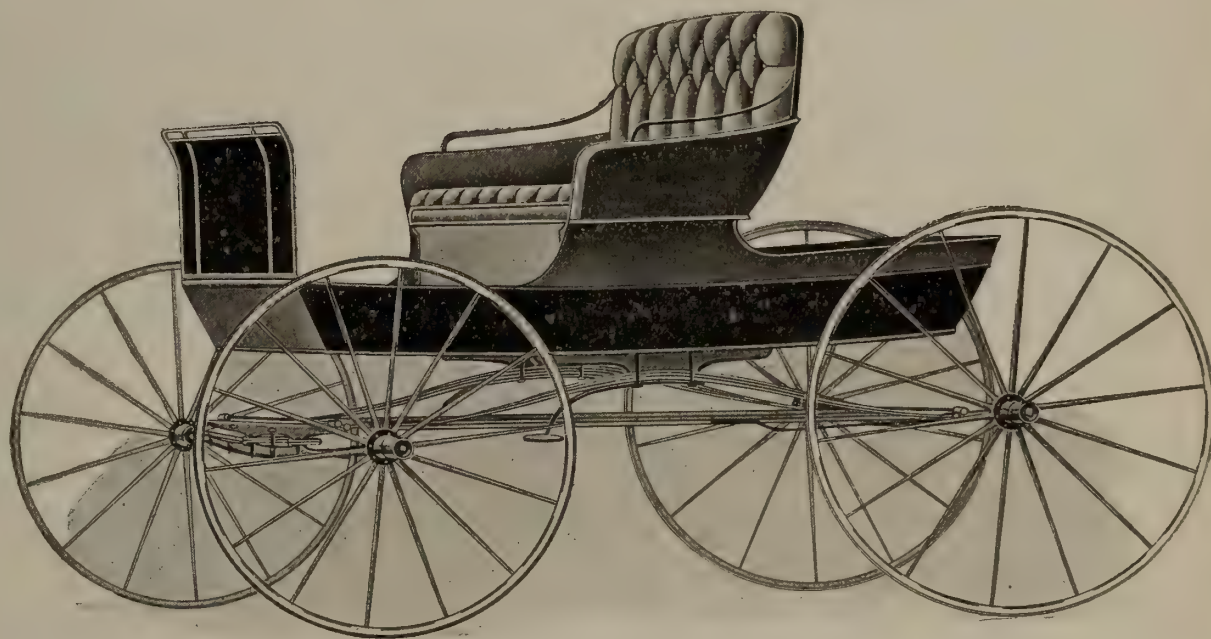
pecially in furs, heavy winter clothing, cutters and sleighs.

The implement dealers report orders for spring delivery as being exceptionally good, but collections almost a back number.

Value of Dairy Products.

J. A. Ruddick, in a report recently issued in respect to the dairy trade of the Dominion, states that the total exports for the last fiscal year show an increase in value of the dairy products reported amounting to \$1,262,716. Mr. Ruddick, on the basis of an annual consumption per head of \$10, estimates the value of the products consumed during the year 1909-10 to be \$75,000,000, which, added to the value of the exports, given as \$23,000,000, makes a total of \$98,000,000 as the total value of the dairy production in Canada for the year.

Armstrong Vehicles.



No. 133 Prairie Concord.

This Concord Buggy represents one of the most popular vehicles with our Western Trade. It is not only roomy but looks well and is very strongly built. We recommend this highly for general purposes as applying to Western conditions.

Cutters on hand for prompt shipment at all principal points.

Catalogue on application.

J. B. Armstrong Mfg. Co. Ltd.,
GUELPH, ONT.

THE ART OF GETTING WATER.

Some Experiences With Wells.

No single element serves the comfort and well-being of life more completely than an abundant supply of pure water. Everybody appreciates this most when dry seasons occur, as they do with far too great frequency. If three-quarters of the population of the globe live in the country, says Hollister Sage in the American Thresherman, certainly more than one-half of it depends upon wells, for water for all purposes. When we consider this and realize what limited knowledge the people generally have of the art of getting water, the outlook is appalling. Most persons who seek water are driven by necessity, and as "Necessity knows no law," as the quaint old axiom runs, they follow none—simply expend blind force until water is found or discouragement drives them from the field.

In comparatively few places is water known to lie at a certain depth below the surface, as in the town of Salem, New York, which appears to have a lake beneath it, or, more properly, a river, as the water has a recognized depth, current and direction of flow, due doubtless to the water level or zone of saturation being held in coarse sand or gravel between strata of clay, the nether one impenetrable, or nearly so.

The depth necessary to dig or drive for water varies widely within small areas. Of course, it is impossible to establish any set rule for locating a well and finding a plentiful supply of agreeable water. Why? Because of the nature of the earth's crust, from which all of the water supply is derived. Ground

water occupies spaces within the earth's surface and moves in the joints, faults and seams of the rock and between beds of clay, conglomerate, hardpan, etc. Since gravity is the impelling force, the trend of the water is vertical, but the strata of the drift (or deposits) and the joints and faults in the rock are, many of them, horizontal or nearly so; consequently the current has often an upward as well as a downward tendency, that it may surmount inclines in its course.

The United States Geological Survey states that the water table has a surface rising and falling with the land surface, but with smaller differences of elevation. The water has the highest elevation on the hills and the lowest in the depressions, but stands further from the surface of the soil on the hills and rises nearer to the surface of the depressions. The movement of the water is constantly from the hills towards the valleys. Of course, this movement is far less rapid than with surface water, because of the frictional resistance to the passage of the water through the small openings in soil and rock. Where the surface of the soil is level and uniform, the water table is level. Such a table rises and falls with the increase and decrease of the rainfall.

Where there is room for choice in locating a well, it is best to sink it where there is a heavy covering of surface earth rather than upon a bare rock surface, and every possible precaution should be taken to avoid sources of contamination. Before sinking a well it is advisable always

to make careful inquiry of all who have been through the experience in the vicinity, to learn as much as possible of local conditions, the underlying rock, clay or shale to be encountered, and the best method to be followed. In some regions digging is all that is required; in others, driving a pipe will provide all that will be demanded for domestic uses and live stock, while in still others the drilling of a well is the only sure and most economical method. The direction of the flow of underground water should be learned, and the well placed accordingly, for location has more to do with purity than has depth. The old fallacy that an open well is more likely to remain pure than one that is closed should be thrown aside. The truth is that an open curb, even when it is set upon a knoll graded up to it on all sides, will catch much impurity from the wind which dries and carries the dust of all kinds and filth, as well as contaminating bacteria. A well of any kind that is nicely covered to avoid surface water and dust, being located away from the underground stream of contamination, should make its owner complacent, whether it be deep or shallow.

Just where to locate the well is a subject well worthy of close study, close inquiry of experienced persons in the vicinity and, not by any means least, of the Geological Survey. Write the government for all pamphlets and documents bearing upon the theme. They are mailed free of cost and should be filed in the library of every rural resident.

The water wizard with his divining rod or forked stick, usually of ash, peach or cherry, wherewith to locate veins of water that are unfailing, is an individual who has provoked intense discussion. Science says he is given over to illusions and self-deception if not an intentional deceiver; most scholarly persons are not his disciples, but the wizard, honest and of good report and practical as well in his community, goes right on intimating to his neighbors where to dig and bore and where not to, and singularly enough, is rarely at fault in his judgment. Furthermore, the "wizard" will select some total stranger, give him the rod and in his inexperienced hands it will, to all appearances, powerfully pull away and point downward and afterwards right itself as he holds it and walks forward and backward over the location of a water pipe or other hidden water that is known of. Still further, the superstition, if you choose to call it such, is a very ancient one and has had faithful devotees and intelligent adherents through the centuries. "When the doctors disagree, who shall decide?" Personally, I have not had grati-

fying results from the employment of these wonder workers. I distinctly remember my desire for a good well some years ago, and, anxious to avail myself of every possible aid, I called the local prophet. He came with due dignity and indicated at length where water was surely to be obtained. To make assurance doubly sure I paid him there to drive a well. The pipe went down and down, but the attempt proved abortive, notwithstanding the fact that it was driven within thirty feet of a living stream. It may have been too near the stream. A day or two later, the man being beyond reach, we drove in another place and struck a vein of water upon which we pumped with a steam engine for days without lessening its flow. The prophet kindly came around the following week, used his rod and admitted that a good supply had been accidentally struck, but said we could have secured a better supply if the pipe had been put down six feet further east. Maybe this wizard was not so capable as some others; or possibly his rod had not been freshly cut.

Sometimes a little knowledge that is applied will make a good and permanent well out of a poor and unreliable one. A hard experience with a well that persisted in running dry, was brought to a satisfactory finish by putting a man into it for less than a day with a churn drill, which is a long pointed bar of steel. This is simply churned up and down, gradually sinking it into the rock. He worked it down less than ten feet when a delightful flow of water resulted. The drill penetrated a joint in the rock which contained water under pressure. The flow increased upon taking out the drill and has continued without diminution ever since, now some fifteen years or more. Before leaving this bore in the bottom of the well, a standpipe of galvanized iron was worked into it for a short depth, to prevent the filling in of any sand or silt that might come into the well. Often also, a little more perseverance will obtain water when it seems as if all the effort that had been made and that could be made was in vain.

Illustrative of the small additional perseverance requisite in providing an abundance of water where the supply was formerly lacking or limited, I might cite two wells in a town where I formerly lived. The first was an old well that was troublesome annually, drying up under slight drouths. The owner decided to deepen it. After digging for several feet and finding no increased flow he was nearly ready to confess his defeat and make no further effort. His assistant, however, kept digging away. Soon a mass of something in the



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C. G. SCHAFFTER, Supt., Commercial Travellers' Bldg., WINNIPEG, MAN.

bottom of the well appeared to yield slightly to the crowbar. It was believed to be a stone, but proved to be a lump of clay which lay upon the water table. Upon moving it, water flowed freely from under it. The two men began to lay wall as fast as possible, but with their best efforts could not keep above the water with it. When within six feet of the surface, fearing the inundation would run to the house cellar, they hurriedly dug a ditch to carry away the overflow. In this a tile was afterwards laid and formed a course for the stream, which continued permanent, except during the greatest drouths. An odd thing

about this instance was that the well of a neighbor, some rods distant, which had always been short of water in summer like the other, suddenly increased its depth of water and has ever since held it at the depth of three and a half feet, proving it to be supplied by the same source.

The second illustration was a new well drilled in rock to considerable depth, on which the owner was becoming discouraged because of the expense. At last it was agreed that the water in the well should be measured and allowed to come in over Sunday. The second measurement made a gain of but one inch. It was

finally decided that the drilling should be continued one day more. Within two hours a vein of water was drilled into, that has proved inexhaustible.

The casing up of wells with large vitrified drain tile has proved quite the thing in many localities, especially where stone is not abundant. These are placed one in another, the joints being carefully cemented until the top is reached, when it is capped with a good stone or a concrete flag. If vitrified tile is not available, a circular form may be made, set in the well and filled around with concrete, that must be thoroughly rammed. When concrete as high as the form has been put in

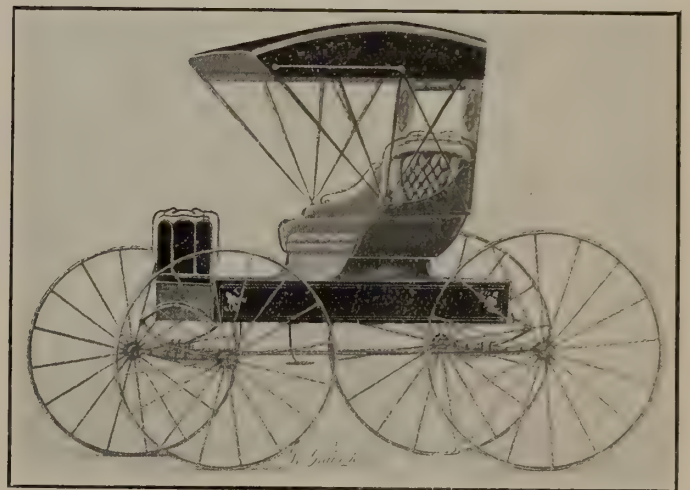
right, it has to set, when the form may be raised and another layer placed. Such wells are not so easy to descend into as stoned wells, being so smooth that a ladder or a windlass is required.

"Mr. Takashira, you compress the ladies' feet in your country, don't you?" inquired an American woman of her Japanese neighbor at dinner. "Oh, no, madam; that is a Chinese custom," said the Japanese. "We Japanese allow our ladies' feet to grow to their full size. Not that"—and he bowed and hissed in the polite Japanese way—"Not that they could ever hope to rival yours, madam."



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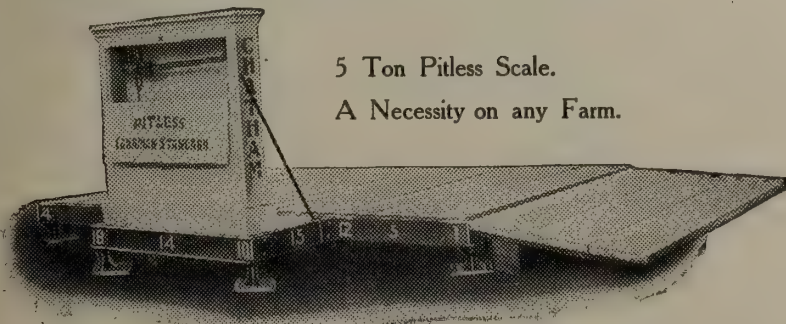


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The Latest Addition to Our Lines.

WE extend our thanks to the trade for their patronage during the past year, and wish them all happiness for 1911.

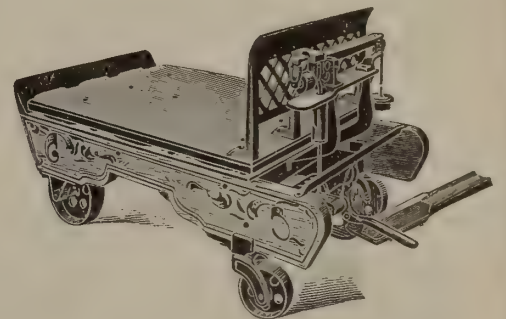
We are looking forward to a largely increased staff of agents and record sales during the new year.

All the lines shown herewith are well known excepting our new Pickler, which we firmly believe to be the best smut machine yet invented.



5 Ton Pitless Scale.
A Necessity on any Farm.

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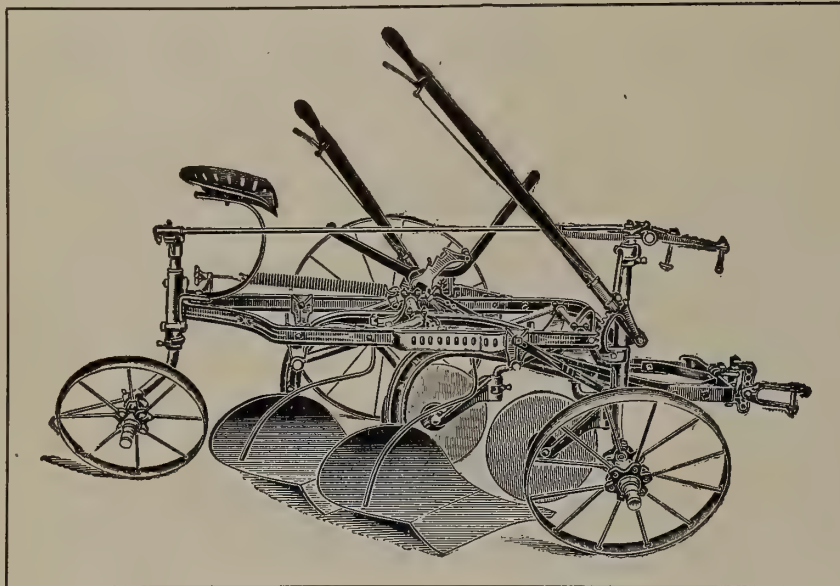


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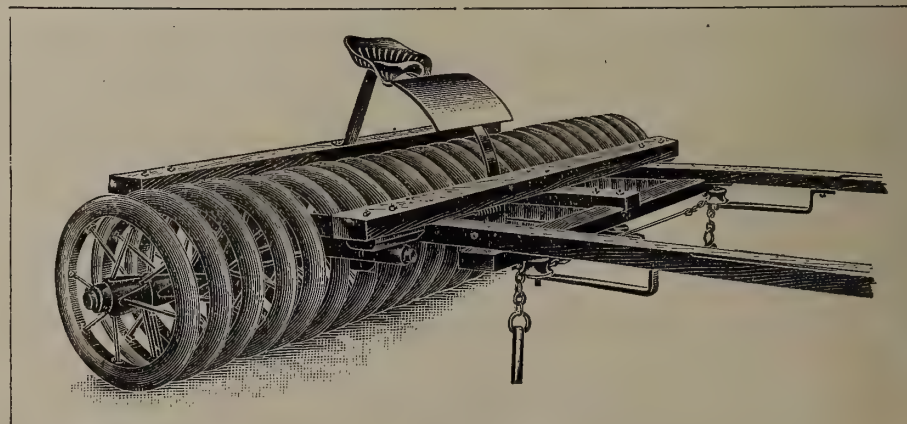
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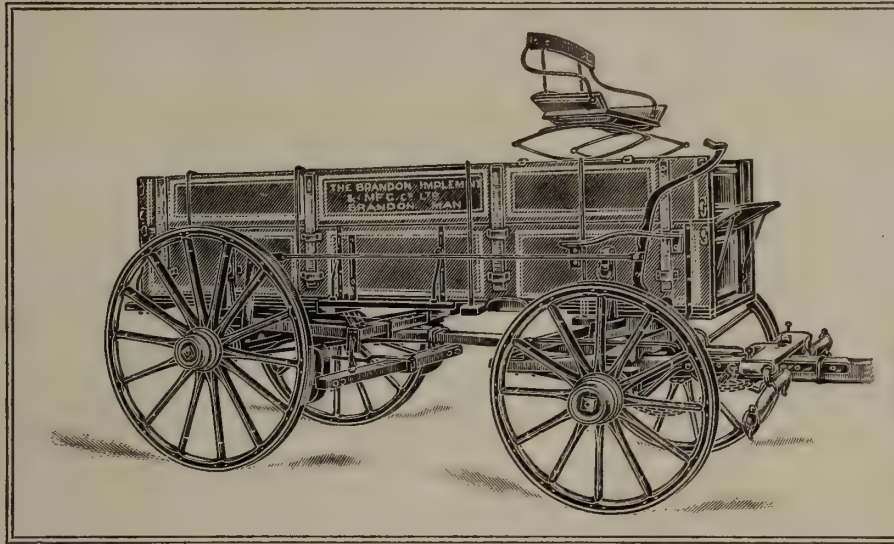


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FLOUR MILLING IN ANCIENT AND MODERN TIMES.

Wheat flour is used as a food on an enormous scale at the present day, owing largely to the improvements in milling processes. White flour is defined as the interior portion of the kernel after it has been ground or pulverized, and purified. During these operations the bran, germ and other offal parts are removed in various proportions according to the grade of flour it is desired to produce. In making graham flour the entire wheat kernel is ground and nothing removed; when a portion of the bran is removed but the germ and finer bran remain the product is known as purified graham or entire wheat flour.

The changes in wheat milling have been many and gradual, ranging from the earliest stone crushers, saddle stones and mortars to the millstone of the 14th century, and finally to the steel rolls of the present day. Classical literature and inscriptions show us that the ancient Greeks, Romans, Chaldeans and Egyptians made use of a concave stone which received the grain; a convex stone roughly fitting into this was rocked backward and forward, producing a roughly ground meal. These primitive appliances were known as saddle stones, and at the present time are found in use among some of the native African tribes. They have also been found in the remains of prehistoric Swiss lake dwellers, and the earliest literature refers to them. About the beginning of the Christian era a new form of stone crusher known as a quern made its appearance. The upper stone revolved in a lower concave stone, and this crude mechanism was the forerunner of the millstone. There were many intermediate steps in the development of the power millstone, notably one in which the upper stone was turned by a handle, the grinding surfaces of both stones being roughly leveled. In these days every household prepared its own flour and the grinding was done by women, slaves or menials. The millstone came into use about the 14th century, and the motive powers used to operate it were slaves or oxen. During the feudal system in European countries flour mills formed a part of every estate, and in some instances the right to operate these mills was given to the clergy. In early English history mention is often made of disputes between the people and the clergy as to their right to operate these mills.

It was not until the beginning of the 17th century that water wheels and windmills began to be used for grinding wheat. About 1820 steam was first used to operate flour mills and at the

present time some mills are operated by electricity.

The roller process of flour milling originated in Hungary in 1870 and consists in gradually pulverizing the floury portions of the wheat kernel in a succession of corrugated and smooth steel rolls. Purification is accomplished by means of aspirators, sieves and bolting cloths. During the process the granular millings are gradually reduced and passed from one set of rolls to another. At each grinding the fine flour is removed by bolting, the middlings are separated and passed to other rolls and the tailings further reduced.

Before going to the rolls the wheat is screened to remove dirt, weed seeds, etc., and occasionally washed to remove adhering dirt. It is then dried or tempered with steam in order to more easily effect reduction.

The first break flattens the kernels and splits them in half in the direction of the groove. The rolls pinch off the germ, which is readily separated. Each break or set of rolls pulverizes the flour a little finer than the preceding one, and on leaving each break the stream passes through reels and aspirators, which remove fine dust and dirt by suction. The various streams are finally blended to form different grades of flour, and in large mills wheat descends from the top of the mill to the rolls, the streams being so blended that 40 or more separate streams produce the final flour product.

The roller process has made it possible to mill varieties of wheat which could not be used under the stone process. In the roller reduction granular middlings are reduced and added to the patent grade of flour, but formerly these were excluded from the flour and sold as a separate product for animal feed.

About 75 per cent. of the cleaned wheat is returned as merchantable flour, 72 per cent. being straight grade or ordinary white flour. The grades of flour are as follows: (1) first patent; (2) second patent; (3) straight, or standard patent; (4) first clear; (5) second clear; (6) red dog. The first of these produces the whitest and largest size loaf of bread. The remainder are variously combined and used for lower qualities of bread, pastry, etc. Red dog, the lowest grade manufactured, is dark in color and has but little power of expansion. It is employed for foundry purposes, for feeding animals and occasionally in preparing some cereal breakfast food.

The consumption of flour per capita is gradually increasing and at present is estimated at about

200 pounds per annum. There appears small likelihood that the consumption of flour will exceed the production of wheat. Improved farming methods and the opening of immense tracts of land as in Canada assure a supply to meet the demand for many generations to come.

Implements Will Destroy Weeds.

The control and destruction of weeds is a problem that becomes more urgent every year in Western Canada. The soil of our country is so fertile that unless the weed crop is promptly dealt with it may get ahead of the grain crops, with disastrous results. It is generally admitted that the loss to the farmer from weeds far exceeds that from smut, for practically every farmer takes the precaution to treat his seed grain for smut. Why, then, should he not take every measure to ensure the eradication of weeds? This may be done by sowing clean seed and proper cultivation of the soil, both before and after the crop is in the ground.

In a bulletin recently issued by the Manitoba Agricultural College a dozen of the most noxious weeds are described and the remedy given. In introducing the subject the authors, S. A. Bedford and C. H. Lee, deal with the fact that unless the farmer is well supplied with suitable implements it is very difficult and costly to exterminate many of our noxious weeds. The following are some of the most useful of the recently introduced implements for weed destruction.

The Cultivator. — Properly manipulated, this is one of the most useful implements on the farm, especially in summer fallows. When fitted with narrow teeth, it is excellent for loosening up hard-packed soil and to bring to the surface the root-stocks of such perennials as Couch Grass and Thistles. Fitted with sharp, broad shares, it is even more useful in summer-fallows. It will then cut off both annual and perennial plants just below the surface of the ground and quickly clean the field. The shares should be sufficiently broad to overlap and be kept quite sharp, otherwise the weeds will be missed. This implement must be run crosswise of the ridges the first time, so as to cut all weeds in the dead furrows. The cultivator will not only kill all growing weeds in the summer-fallow, but will also encourage dormant weed seeds to germinate.

The Weeder. — There are several forms of this useful implement, and all are excellent for killing weeds in the growing crop. The weeder should be started directly the weed seeds have germinated, and before the

second pair of leaves has formed. The weeds are then readily displaced and killed, but the implement is of very little service after the weeds have a firm hold of the ground. If the weeder is kept free of stubble and other trash, there is very little danger of dragging out the grain, even after the crop is five or six inches high.

The Tilting Harrow. — This implement can be manipulated so as to serve a great many useful purposes on the farm. With the teeth set perpendicularly, it serves every purpose of the ordinary spike-toothed harrow. Having the teeth set well forward, the root-stocks of perennials can be torn out and quite large weeds destroyed. With the teeth set sloping backwards, even tender-rooted grain may be harrowed after it is above the surface without risk to the crop, and at the same time killing a large proportion of the weeds.

Dealers would do well to make themselves thoroughly familiar with the advantages of the different implements for keeping down weeds, and make use of their knowledge when pushing sales.

Foot Warmers for Christmas Trade.

A line of good sellers for the Christmas trade which is usually neglected by the average dealer is Foot Warmers. These miniature metal stoves, for that is really what they are, supply a good, strong, comfortable heat for any kind of vehicle. They fit in nicely at the feet in an auto, sleigh or wagon.

Nothing could be more useful as a Christmas gift. Your customers have been worrying their heads about what to give at Holiday time and these Heaters are a practical solution.

Every dealer who will put this class of goods before his customers for the Holiday trade should do a brisk business in it. This idea occurs to us because of the advertisement of a leading manufacturer of this class of goods on another page of this issue.

It is worth while taking advantage of this proposition.

John Deere Calendar.

The John Deere Plow Co., Winnipeg, are distributing their 1911 calendar. The design is practically the same as last year, consisting of a finely embossed head of John Deere, "inventor of the steel plow," set in an oval panel. Artistic shades of brown board form the mounting, and the effect while simple is extremely tasteful.

“Merry Christmas!”

“Thank You, Same to You!”

The above compliments of the season are the most natural thing for one person to say to another at Christmas time.

In fact the season of the year prompts you to say it without an effort on your part, because it is customary to do certain things at certain times.

There is a proper time for everything, and we believe this is the proper time for you to lay

A GOOD FOUNDATION FOR YOUR 1911 BUSINESS

On a good foundation your work will stand for years; if you build upon the sands your foundation will soon waste away and you will have all your work to do over.

If you get the **American-Abell Contract** for 1911 you get the best. You sell machinery for the money there is in it. If you

SELL THE AMERICAN-ABELL LINE

You will get the money. Every customer will be a booster, so you will not only get the money, but you will have the added advantage of satisfied customers.

We offer you in our 1911 Contract an optional feature—either cash or time.

Write us for particulars and we will have our representative call on you.

The greatest happiness in the world is to make others happy.

OUR 1911 CONTRACT WILL MAKE YOU HAPPY

And our 1911 line of goods will make your customers happy,

What more can any Company offer you?

Again wishing you the compliments of the season,

We are,

Yours faithfully,

American-Abell Engine & Thresher Co., Ltd.

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BUYING IMPLEMENTS FROM THE FARMERS' STANDPOINT

R. M. Dolve of the North Dakota Agricultural College wrote an article recently for the Dakota Farmer which gives a good idea of how the practical farmer looks upon the problem of selecting his farm machinery. In part he said:

The problem of buying farm machinery is one that is constantly confronting the farmer. It is a question of the greatest importance, for upon how well it is solved often depends success or failure. It has been a noticeable fact in the northwest, at least, that where a farm is found encumbered with mortgages, there one generally finds, also, the farm yards cluttered with an excessively large machinery scrap pile, which has assumed unnecessary proportions as a result of aimless and indiscriminate methods in the purchase of machinery. This does not mean that a farmer should stint and economize in the purchase of farm machinery to the extent of trying to get along with any old makeshift of a machine. On the other hand, it is often economy, if there are superior machines on the market, to relegate an inadequate implement to the scrap pile long before it is actually worn out.

To be an intelligent purchaser of machinery, a farmer must be a close observer of every make of machine in his line on the market, and as soon as a new machine makes its appearance, its merits should be carefully and impartially investigated. A thing that often brings a farmer to grief is his desire to get a machine as cheaply as possible. It should be remembered that a machine that will last the longest and perform the best service is the cheaper machine to buy, for it is a great truth about agricultural machinery that "quality is remembered long after price is forgotten."

It is not, however, always possible or expedient for the farmer to, unaided, study and investigate the relative merits of such a large number of machines as must necessarily come under his attention, if he wishes to be properly posted. To supplement his own observation he can, for example, exchange opinions with his neighbors and in this way save himself and his neighbors many costly experiments. It should be remembered in this connection, however, that it is often the fault of the operator rather than that of the machine that the latter fails to work. A machine, no matter how ingenious, must always remain an inanimate object and cannot be expected to furnish the guiding intelligence. When a machine, as is too often the case, is at the mercy of a person who cannot

resist the temptation to use the monkey wrench on every nut and tension without first having a definite idea about what he is trying to get at, the machine can hardly be expected to do its work properly.

Our state and county fairs offer splendid opportunities to compare farm machinery, and for that reason, if for no other, it pays the farmer to put in an appearance at those fairs.

No doubt the best aid a farmer can receive to help select his machinery is that of the experiment station of his state. At such a station a large, up-to-date collection of farm machinery is constantly being tried and experimented with, and at each of the stations there is at least one man whose business it is to be conversant with every type of farm machinery. In addition, most of these stations are connected with an agricultural college, in whose curriculum a thorough course is given in the buying, care, management and operation of farm machinery. While it is the business of these men to answer inquiries regarding the efficiency and adaptability of machines, they are generally somewhat cautious about openly criticizing a certain make of machine. This is necessary on account of the unfair advertising advantage which certain companies would receive from thus openly discriminating between different makes of machines. Nevertheless, the farmer who wants to know whether a machine is good, bad or indifferent will generally receive the desired information by writing these authorities.

It may seem difficult to definitely pick out the best machines among a lot of bad and indifferent ones, but where guesswork is eliminated and the investigation systematized the problem is considerably simplified.

In deciding the value of a farm machine, the following are among the most important points to be considered:

To determine the quality of the material used in the construction, it is not only necessary to learn what material is actually used in the different parts of the machine, but to know just what material gives best satisfaction and wear for that particular service.

The importance of mechanical construction is considered from the standpoint of lightness consistent with strength and durability. The frame of a machine may, for example, contain more than enough material to insure sufficient strength if correctly designed and the bracing mem-

bers are so placed as to most effectually counteract every possible stress. A first-class steel windmill tower admirably illustrates this point. It is so strong that it scarcely ever fails, yet the design is so accurately proportioned that it contains scarcely a pound of material not absolutely necessary in its construction.

To be a competent judge of good workmanship, one must have some idea of the process of manufacturing agricultural machinery. Defective workmanship, however, is often so apparent that it is revealed by the most cursory examination. For example; the machine work done on some traction engine parts is so good that a strap-end connecting rod appears like a solid-end construction, while on other makes paper liners may be found between castings which should have been fitted by machine work.

The draft problem is also a vital one, but is simple in solution and can be decided by the attachment of a good dynamometer.

The capacity and adaptability of a machine demands its share of attention as well. The importance of capacity is especially eminent in such machines as binders and separators, which are used only during a comparatively few days of the year, but which, when in use must perform their work with the greatest possible dispatch. Some machines are better adapted for certain localities than others. For example, the most progressive plow companies will manufacture a certain shaped mold-board for the Red River Valley, another for the black lands of Texas and still another for the loose, sandy soil peculiar to certain sections. A company that goes to this great additional expense of manufacture to meet the special demands of certain localities deserves the patronage of the farmer and usually gets it in the long run. But it would be more encouraging for the enterprising manufacturer and vastly more economical for the farmer if, by a more discriminating system of purchase, the superior machine was chosen at the outset. With a business-like method of buying, the farmer would not only effect great saving, but would compel the manufacturers to do their own experimenting, which would surely result in a better class of farm machinery.

"Won't you please give me an order?" pleaded the persistent drummer.

"Certainly," replied the crusty proprietor. "Get out!"

Dry Farming in Alberta.

The Dry Farming Congress Bulletin has received reports from a number of farmers in Canada on their experiences during the season of 1910, which was the driest in many years. J. M. Cooper, of Norton, Alta., writes that he manures his land in the fall and then disc-harrows it to work in the manure. In the spring he harrows again and in June plows about nine inches deep, packing the soil as he plows it, and after the first good rain he harrows, and keeps the weeds down by harrowing every two weeks or so. He finds that land that has been worked this way has plenty of moisture to start fall wheat.

Continuing, Mr. Cooper writes: "I do not sow my wheat until late in September. I find that early wheat takes all the moisture in the fall and should it be dry in the early spring it has nothing to draw from. I believe that a light coat of straw manure thrown over the land in the winter in this section of the country helps to hold the moisture and keeps the roots from freezing in the spring. Land worked as I have described is sure to give a good crop of spring wheat, oats or potatoes, and I might say even under the most severe drouth conditions, for I had a fair crop this year and it has been the driest and hardest ever.

"We had more rain in 1909 than usual, but only one inch of spring rains this year. My soil is a clay loam, and after breaking it for about four or five inches I summer fallow seven to nine inches. For spring plowing I disc as soon as the crop is off and then harrow, and in May or June I plow seven to nine inches. I do not believe in fall plowing. I had 75 acres of spring wheat, 20 acres of oats, one and one-half acres of potatoes and some corn. The drouth affected the crops on my old land about May 1 and the summer fallowed crops about June 10. The fall plowed land held out about two weeks longer than the spring plowed land. I had two tracts of wheat, one on summer fallowed land and the other on land worked in the spring. The summer fallowed crop ran about 15 bushels to the acre, while the other dried out. We had three or four showers, but it was too hot weather to do any good.

"I follow the dry farming system as closely as possible. I use the packer, a float and a weeder. I have about 1000 bushels in this year's crop, while some of my neighbors have a little grain and some have none. I do not believe there would be a total failure where strict dry farming methods are practiced."

A lot of people who are drawing salaries are only earning wages.

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GLIDE SPECIAL 45-5 PASSENGER TOURING CAR.

TO MAKE THE UTMOST OUT OF YOUR BUSINESS. THE DEMAND FOR A RELIABLE CAR IS STEADILY INCREASING IN THE WEST.

In selling **GLIDE** Cars you are certain of satisfied customers, for you give them comfort, efficiency and mechanical perfection. **GLIDE** cars are big, roomy, Powerful and moderately priced.

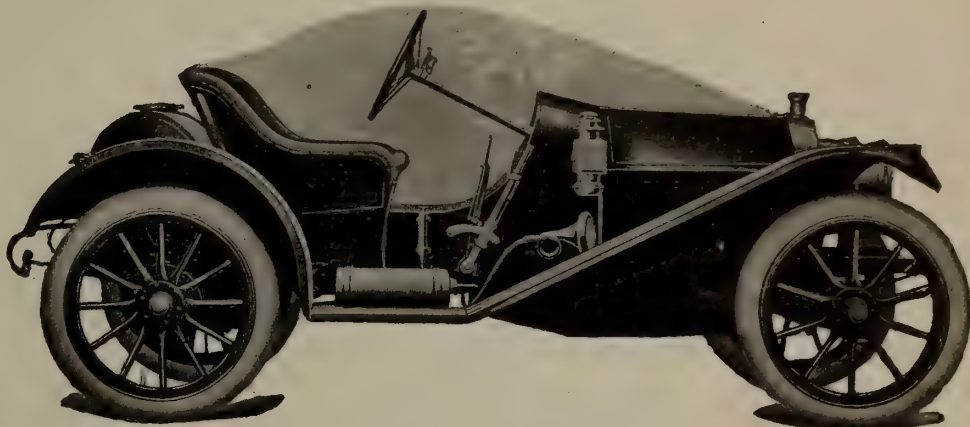
ONE SALE MAKES MANY.

THE GLIDE LINE Consists of Six Cars; 2 to 7 Passenger and Delivery Car.

THE EMPIRE 20

A POWERFUL, SWEET RUNNING, LUXURIOUS 2-PASSENGER ROADSTER.

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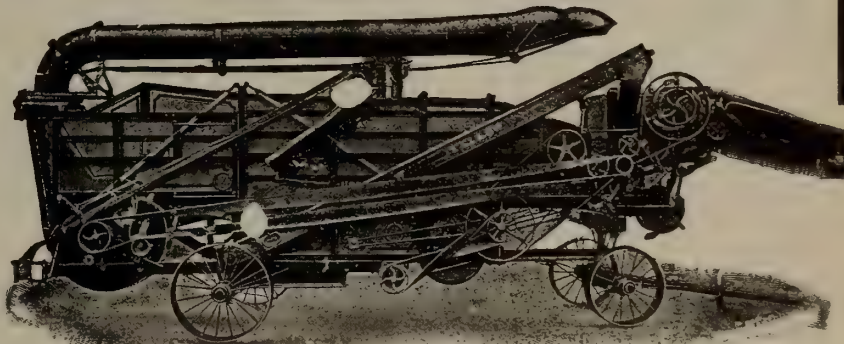
EMPIRE 20—MODEL C.

CANADIAN AGENTS:

Haug Bros. & Nellerhoe Co., Ltd., Winnipeg



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Make Good Money**



This spring we wrote a Thresher Contract with Tanton & Gram, of Wilcox, Sask. They had never sold Threshing Machinery before and had but little enthusiasm about it. During the past season this concern sold seven Avery Machines and netted a greater amount in commissions than most dealers make on their entire line. Tanton & Gram confidently expect that their Avery sales will amount to \$40,000 for 1911.

An Avery Thresher Contract covers the sale of the Avery Undermounted Engine (the only Undermounted Threshing Engine built), the Famous "Yellow Fellow" Separator (a crackerjack grain saver and cleaner) and the Avery Top Mounted Engine. It's a **Good Selling Line, a popular Line and that makes it a Money-Making Line for Agents.**

WRITE FOR CONTRACT IN YOUR TERRITORY

Haug Bros. & Nellerhoe Co., Ltd., Winnipeg

TRANSFER WAREHOUSES AT REGINA AND CALGARY

The Story of an Arkansas Dairy Farm.

Continued from page 14.

we had brought the parent flock of fifty Buff Orpingtons with us from Nebraska—and their quarters were to be substantial and roomy. The first house was ten by forty feet, well put up, airy, screened, weathertight, and divided into three rooms. When it was finished we moved into it, making a temporary shelter for the hens under the massed branches of a wild-plum thicket.

That chicken-house gave us our first real understanding of the cost of doing things down here. A building just like it in the old home had set us back one hundred and thirty dollars. This one cost a shade over fifty dollars, with the lumber bought at a retail yard.

How the natives fussed and buzzed! That house bothered them no end. "You-all kain't be so plump rich as we-all been told," they said. We didn't try to relieve their puzzlement a little

bit, but went serenely on. The henhouse was comfortable enough until other plans were ripened.

The house itself—the big house—had been carefully worked out on paper; but we did not want to be precipitate. It was to be a huge, sprawling bungalow of logs and rough field stone; but we had to discover just how we were to gather and prepare these materials in the best form, at the least possible cost. Care on these points, as we found later, meant a saving of at least one-half in our outlay. Also, we had to find a builder blessed with understanding. That promised to be troublesome.

HOW THE FARM WAS STOCKED

There were in architecture, so far as we know, no precedents for some of our ideas; so our builder must be a man with the rare gift of imagination. There was no hint of any such quality in any of the artisans we had talked to at first. But we did not borrow fear. It turns us cold now to think back upon our blithe peace of mind of that day, when the whole plan was up in the air; but that's a way we've got into in the course of our twenty years of adventuring together in life. It's worked pretty well, and it came out beautifully in this case. Forecast of failure would merely have used up steam power that was needed for other things. We

would be satisfied if we had the house under roof by cold weather.

Our next move was to start a dairy herd. There wasn't a rod of cattle-tight fence on the place; so we had to begin at the beginning. In one of the old abandoned fields the wild grasses were knee-high; and this plot we inclosed with wire. A gentleman of color helped me. We made a sorry job of it; for I had never before hacked out an oak fence post, and my dusky mate's particular genius was for going sound asleep standing up. That's no way to build a fence. That fence has since been taken down and replaced, but it served for a time; and when it was strung we turned into the pasture a herd of ten milch cows. These cows were grades, Jersey and Durham, with good milking records and tested at our University Experiment Station for their butter-making qualities. Along with them we bought a cream separator, and right there our work as farmers was begun.

Now, let's stop a bit and get this thing straight. You aren't to understand that we were interested merely in making a home and in doing artistic stunts with our land. We meant to develop a thoroughgoing, all-round farm, one that should justify itself by profits. It was to be made as beautiful as possible, but it must, also, make our living.

We were not farmers, Laura and I, in the hard, practical sense. You might say that we were just amateurs. Neither of us had ever had anything to do with the larger problems of farm management. But in Nebraska we had lived for five or six years on a two-acre suburban patch with our cows, our chickens, our orchard, our small fruits and our garden, studying these subjects zealously, doing the work ourselves and making it pay, every stroke of it. You can see that we were not exactly a couple of

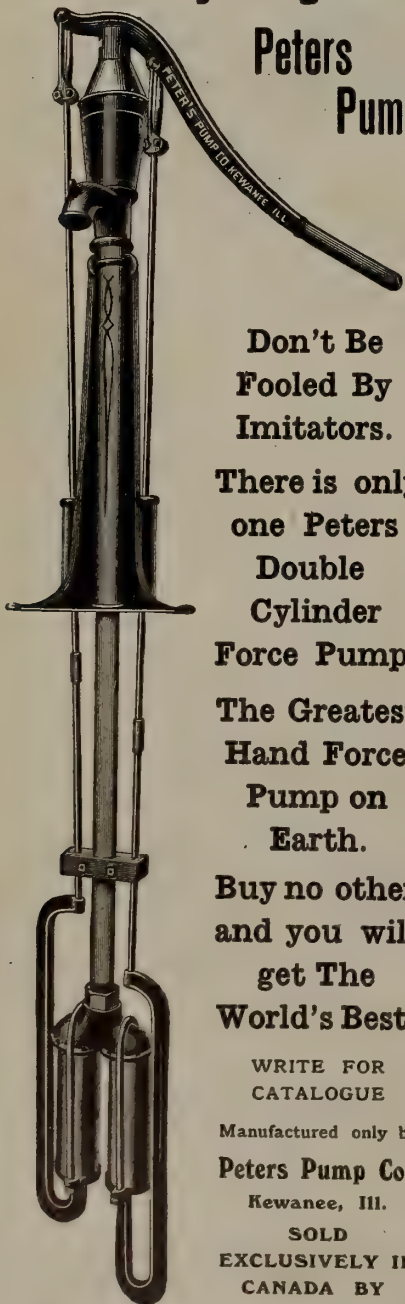
misguided novices. We had learned the knack of getting results from the soil with our own hands, and for a dozen years we had been tireless readers of scientific farm literature. We had taken to this from choice because we liked it, even when the probability of having a farm of our own seemed hopelessly remote. We knew a lot of things about farming, though we had never practiced them on any scade larger than our two acres.

Now, you take this from us, straight: To make a farm pay is just a business proposition which may be undertaken by any average family, in our case with more certainty of success than goes with almost any other business in the catalogue. Once, when farming was played by luck and not by knowledge, that was not true. Then it was a world of chance for the farmer. But that time is gone by. To make fun of the "book-farmer" is getting to be rather stale sport. To make a farm pay to-day is a question of exact book-knowledge and plenty of it, coupled with a clear plan of your own, which is to be carried out with average horse-sense and sound business judgment. Not to mince matters, we had acquired those abilities; and we've gone at our work unafraid, sure of the outcome.

Which brings us back to that bunch of dairy cows. We had made up our minds to this as one of the fundamentals of farm economy. Not that we had any notion of growing rich from the sale of butter and cream; but the cows were to be a part of the farm machinery, as indispensable as the plows or the harrows. We meant to make this a stock farm as distinguished from a grain farm. That is to say, everything in the way of field crops produced on the place was to be fed to animals of our own—cows, mares, swine, sheep and poultry. To sell one's grain or hay crop bodily is nowadays reckoned slovenly management. To follow that practice is to be content with less than half profits. There's another and a better profit in making these crops into meat and cream and eggs and wool. Besides which there's the fertility to be restored to the land in manures: and on top of that the

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MANAGER WANTED

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increase in the herds and flocks. That was our program—not as evolved by ourselves, but as borrowed from the best practices of the most successful modern farming.

THE DAIRY HERD.

We faced the fact that our land had been badly mishandled as land invariably is by the tenant farmer. The tenant's problem, if he thinks out a problem at all, is to get all he can from the soil by persistent, exhaustive cropping and to put as little as possible back again. His is destructive, not constructive, farming. We were to reverse this process, and our dairy herd was the cornerstone of our building. We bought the best we could afford—good healthy animals of good average qualities. They cost us thirty-five dollars a head. In Nebraska they would have cost us twice as much. With them we got from the University herd a pedigreed Jersey bull-calf of a famous milk strain; so that, in the future development of our herd, we should be getting calves of improved qualities. Our pastures now hold half a dozen calves which in another year will be added to the milk producers, materially raising the standard of the whole lot. Of course, following this practice exclusively, we shall have only a grade or "utility" herd at the best, but we shall be building from a first-rate foundation, and, as our means permit, we shall replace the first cows with pure-bred Jerseys. Perhaps we shall not thus greatly increase our cream yield, but surplus animals to be disposed of will then bring good or even fancy prices as breeding stock instead of the current market price of butcher's meat. Our University station, following the custom of every similar institution in the West, seeking to improve conditions on the farms near by, let us have this choice animal at a merely nominal price—only twenty-five dollars. He is a master of his kind. To-day, not yet two years old, he is worth twenty times what he cost us.

As a matter of fact, the sale of cream from our cows has added nothing to our treasury. What we have sold from the product of the herd has just about met cost. But that doesn't tell all the story.

It has become almost an axiom of the dairy farm, selling nothing but cream, that the profits consist in intelligent use of the by-products—skim-milk and manure—the milk to be fed to growing

animals and the manure to be returned to the land. So we have found it.

Inseparable from the creamery farm is the swine herd. If this can be supplemented by the poultry flock so much the better, but there must be pigs; else waste, that blight of any business enterprise, creeps in. Day in and day out, all through the year, we have a heavy yield of separator milk—milk stripped of its fats, but retaining a high feeding value when given to growing stock. Nor does this value consist only in the elements shown by analysis. Intelligently fed with grains it gives the "balanced ration"—that crowning factor in modern animal industry—materially raising the flesh-making efficiency of every kernel eaten and giving sturdy health and vigor. A thrifty cockerel, while he is still singing soprano, does mighty well if, on all he will eat of grain alone,

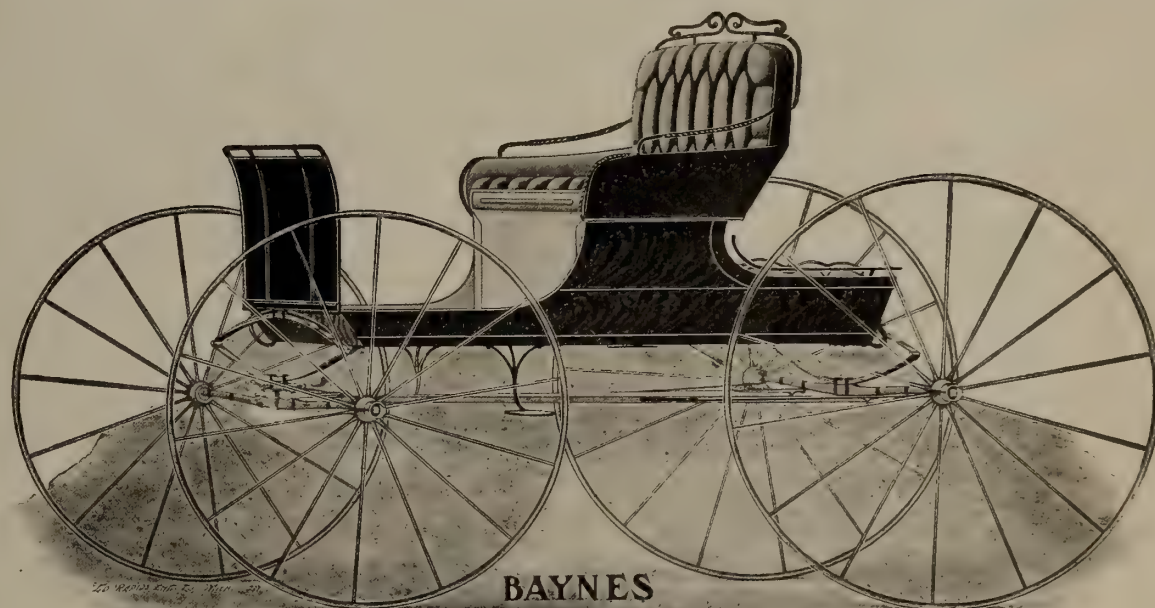
he adds to his weight two and one-half ounces a week; but with skim-milk substituted for a part of this ration, at lessened cost, his gain jumps nearly one hundred per cent. and his quality for the table gets to be something you'll think of between meals.

HIGH LIVING IN THIS HOME

Did you ever eat a skim-milk chicken? Let me tell you how we fix 'em on a Sunday afternoon, when some friends have dropped over the hill from town and we want to bait them to come again. We just build up a crackling fire in one of the deep fireplaces, hang a plump brace of these birds before the blaze on wires, keep them turning for an hour in slow and stately measure, with a pan below to catch the drippings, till the yellow bodies show an oily, golden crispness shining through a haze of rich steam and begin to drop apart with tenderness, and the watch-

ing company kind of loses interest in the conversation. And over on the table Dorothy has set out a basket of brown rolls and a print of sweet butter and a glass of plum jelly, and the plates are piping hot—and nobody can wait another minute. Since the hatches came off last spring we've had five hundred pounds of young Orpington on our table—a quarter of a ton, no less, made out of clean wheat and corn and sweet milk.

And the pigs! You ought to see them! They're Laura's. As soon as a fit pasture had been made, last spring, she drove a thrifty trade for a fine young Duroc-Jersey brood sow and her litter. Now there are eighteen head in the herd. One has been eaten; a second, weighing in at three hundred pounds, is scheduled for holiday time; and there's a bunch of eight six-weeks youngsters that, judged by



No. 592. Newport Road Wagon.

This model is a perfect little beauty—a road wagon of which you can be proud. It is finished fancy throughout, and hung on end springs. Has the Long-Distance Axles used in all

BAYNES BUGGIES

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We also hang this model on those easy-riding E.T. springs and call it No. 590. Which ever you choose, you'll never regret it.

Get a catalogue from our nearest jobber and look over our line. If he cannot give you one write us direct.

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Dowagiac Drills & Seeders
Are the Leaders

ASK US NOW YOU SHOULD KNOW
DOWAGIAC MANUFACTURING CO. DOWAGIAC, MICH.

REASONS WHY

native standards, ought to be four months old at least—sleek, rollicky, friendly little beasts, rolling in plumpness, and clean as parlor pets. Give a pig half a chance, and he's the cleanest beast on the farm—tidy as a cat. Ours have been brought up like Reginalds and Reginas, on food clean enough for the house table, with acres of green pasture and oceans of skim-milk.

Credit another point to the dairy cows. Next spring we'll have a hundred head of young pigs a-growing, in broad, fresh-made pastures. We've found out that pigs pay, if you put into their management as much brain-power as goes into a good, swift game of whist. Farming, on the whole, is a good deal like whist; and brains are trumps. We're leaning strongly on this pig branch of our industry. There's certainly money in them, here in the South where it costs a sight less, according to the records, to make a pound of well-bred pork than it does where we hail from.

We're handling our pigs as we're handling our dairy herd—grading up in our increase all the time; starting with good, sound brood stock, and putting into the male side the best we can get. That pays, too. An Arkansas hog of native blood does rather uncommonly well if, ranging in the woods and rustling his own living, he can show one hundred and fifty pounds at three or four years. Our three-hundred-pounder on the waiting list is eight months old. There's the difference. The pig of the modern farm has been produced by wise, selective breeding, giving an animal that can make a pound of meat in the least possible time and at the lowest possible cost. Not all of this result, though, rests in the better stock. The pig couldn't do it alone, on his own hook, without well-judged feeding. The balanced ration is the ultimate measure of profit; and in this pretty drama skim-milk has a leading part. Yes, you really must give the dairy cows another credit mark.

And there's the fertilizer, not only from the cow-barn but also from the poultry houses and in the pig pastures—tons and tons that have gone to the land for its enrichment. There's no room for argument about the value of that. If we were growing grain and hay for sale, as most of our neighbors are doing, we'd be losing all that, letting it go into the other fellow's pocket. Not for us!

THE WAY OF THE BOOK FARMER

Somehow, as this is set down on paper, it appears expensive—as if we must have a good, round lot of money invested. That's not the fact. Reckoning it up, the investment seems ludicrously small. The first cost of cattle and pigs and chickens wasn't over four hundred and twenty-five dollars. They've paid this back, and the

cost of their keep besides, in milk, eggs and meat; and we still have the original stock and all its increase for our profit. That's pretty good, isn't it? The double profit of growth and increase, with another profit in by-products—that's the combination that gives a farm like ours a strong edge over the old-style grain farm.

What we've done shows what we mean to do. We're more than satisfied with the account as it stands. We're going right ahead on this beginning. Expecting about fifteen acres reserved for orchard and garden, the farm, as fast as we can get it cleaned up, is being made into meadow and pasture, planted to those clovers and grasses that scientific demonstration has marked as best for this region. We shall increase our herds and flocks to the largest number that can be pastured on the place, buying the grain feeds, selling nothing that can be fed at home—selling almost nothing at all but finished products. Only a few acres are being given to market crops—an acre to choice strawberries; an acre to asparagus; two or three acres to potatoes and onions, and ten acres to orchard trees—everything from apples to apricots, from sweet cherries to Spanish chestnuts; nothing that has not been proved successful here, and nothing but the best of its kind. We got the fruits all planted last spring.

"Book-farming?" Yes, sir, it's book-farming. That's the best thing that can be said of it. That's why we know it's bound to succeed, as it's succeeding now. For mark this: The new farming—call it book-farming, if the name pleases you—has done nothing more notable than to establish the fact beyond dispute that in this industry there's no such thing as blind chance; that fixed conditions give certain and calculable results. It's not counted a marvel, is it, that the manner of making and the cost of a yard of cloth or a ton of steel rails can be determined beforehand? Well, then, why give the merry hoot to the man who, by the same methods and with no less exact knowledge of his working conditions, pretends to say what it will cost him to produce a pound of pork? It's just the raw novelty of the proposition, most likely, that makes it appear so rich in humor; but it can be done. It's being done now, right along. We're doing it. We know, to a dead certainty, that on every bushel of grain we're feeding to our poultry and our pigs, in this program, we're more than doubling our money. Can you beat that? And we're going to keep it up, just that way.

Oh, yes; I started to tell you about this house of ours. All the time, as we looked over our plans, we kept looking at one an-

other askance, each wondering if the other would really care so very much if the scheme must be simplified to meet the state of the bank account. We wanted the house, just as it stood on paper, with not a detail yielded to crass necessity; but it seemed impossible that we could do it on our capital. Tentative inquiry at the local lumber yards confirmed this doubt. Our plans called for a house with 2232 square feet of floor space—eight rooms, not to speak of generous porches and a roomy greenhouse. In Nebraska you can't do these things unless you're a "plute." We knew we were miles and miles out of that class; and so we were both secretly prepared to hedge and compromise.

But here the house stands, uncompromised—not finished by a jugful, but laid out on the lines we'd fixed, and to be completed in due time. Provision has been made for everything. We can read our title clear to the very end.

It's this way: Arkansas is a timber country. First of all her resources stand her forests of oak and pine. So we were close to the source of our raw material.

Along in the middle of the summer I made a pilgrimage to the heart of the sawmill country, one hundred and fifty miles south of home, and established relations. One of the little mills was hired to cut the stock we would need; and in September I started three carloads of lumber to Fayetteville. One big car held the logs for the house walls. These were pine timbers, squared by the saw to a uniform size of six by eight inches. In the other cars was the rest of the lumber for the house; also for a cottage for hired help, for a huge barn, for a detached laundry house, for some additional poultry houses—everything we should need. Doors and windows of oak and cypress, made after designs of our own, were built for us at Fayetteville. These and the shingles were the only items of woodwork bought, outside the cars brought from the mills. You see what we have done—paid just a moderate sawmill charge, and cut out the middleman and his profits. Far be it from us to slam the middleman. He's a mighty useful fellow, when you need him; but we couldn't figure it out that we needed him so desperately in this operation.

WHAT THE HOUSE COST.

All this sounds a bit complicated and difficult, maybe; but we found it in fact as simple as two and two. We got just what we wanted, in material of the very best, and at a cost that absolutely dispelled our first misgivings. The three cars of lumber, loaded at the mill, cost us \$588.71. The freight to Fayetteville was \$235.35. And there you are. We have built generously and well in every particular, with big, substantial

housing for every living thing on the place. Nothing is cramped. In Nebraska, a diminutive four-room cottage, just big enough to turn around in, had cost us a lot more than we paid for the materials for this enterprise. We have had no exceptional advantages; there's nothing to be credited to luck. Anybody who wants to can duplicate our performance for the same money.

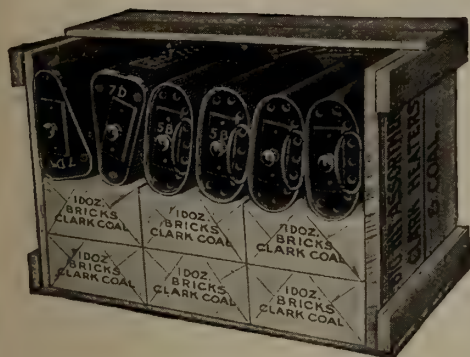
Meanwhile, we had found our builder. I'll not deny that there was some downright luck in that. The gods were surely good to us in sending us, out of the native darkness, a man who understood. Mind you, we had no architect's plans—nothing to work by but our own rough pencil sketches, supplemented by word of mouth. The work of that man and his crew was a dream. If there was a lick amiss, or a penny wasted, we never knew it. On October twenty-fourth the first shovelful of earth was turned for the laying of the foundations, and teams were set to hauling stone picked up around the farm, for piers and walls and chimneys. On December nineteenth the thing was done—house, barn, tenant house, and all the rest, ready for use. We kept Christmas beneath the roof we had seen in our visions.

Finished? No, no! It's just as I tell you: There are pages and pages of things that wait—enough to last through a happy lifetime. When the pine building is well settled in place there's oak paneling to be built and oak floors to be laid; and the porches are still to come; and walks outside, and flower-beds, and a pond for water plants; and there's a gasoline engine to be set up for pumping our water and running a dynamo for our house-lighting; and—oh, no end of such-like things! But we're living now in these wide spaces, before our heaped winter fires of heart-of-oak—room enough for our own perfect content, and room to spare for every friend who will come to us. Our dream is coming true.

And the cost? You will maybe want a final word about that. Well, the house as it stands today, strong as a castle and good for generations, has cost us a little less than \$1,500. Can you beat that? Why, in Nebraska we couldn't have got away from the wire for that money; and here we're coming down the homestretch.

"I understand," said the manager, "that you have had a half-day off to attend your aunt's funeral?" "Yes, sir," replied the junior clerk. "And did all go well at the final ceremony?" asked the kindly employer. "Oh, it wasn't the final, sir. It was only the semi-final," said the absent-minded youth.

FOR YOUR CHRISTMAS TRADE.



Why not sell Clark Heaters? Every Clark Heater given as a gift not only warms the heart but the feet of the receiver as well.

These Heaters are not expensive. They are well made and last a life time.

All leading jobbers in Canada can supply Clark Heaters. They are the only kind that are being advertised to the consumers throughout Canada at the present time.

Get a shipment from your jobber now or write us direct and we will tell you name of the nearest jobber.

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Tickets on sale December 15, 16 and 17, 1910; January 20, 21, 22 and 23, and February 14, 15 and 16, 1911; good to return within three months from date of issue.

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Low Round Trip Rates to

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Tickets on Sale Dec. 1st to Dec. 31st, inclusive, good to return within three months. Tickets issued in connection with Atlantic Steamships will be on sale from Nov. 11th and limited to five months from date of issue.

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leaves Winnipeg daily at 22.10k, making connections at Toronto for all points East and West thereof.

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Are Implement Prices High ?

The farmer is often heard to complain about the high prices of a wagon, a cultivator, a buggy, or in fact, most anything else he has to buy. The following interesting conversation between a dealer and a farmer appeared in the Kansas City Journal:

Back in '94 a farmer bought a wagon in Hutchinson for \$60. It was a good farm vehicle, and the farmer was of the kind that took care of his property. The other day he came back to the same Hutchinson dealer and said he wanted to buy another wagon just like the one he got in '94. "It was a good one," he said. "That's the reason I want another. How much are you going to charge me?"

The dealer reflected a moment and then asked: "I think you paid \$60 for that wagon, didn't you?"

"That's right," said the farmer.

"It will cost you \$70 now," said the dealer.

Distinctly surprised, the farmer began to object and then demanded the reason.

"Well, said the dealer, "the material, like lumber and iron and steel, has advanced in price and it costs me more now to buy them. The tariff probably has something to do with it, too."

At the mention of the word

"tariff" the farmer went straight in the air. He began to expound against the theory of the whole thing.

The dealer let him run along awhile and then asked again: "Say, when you bought that wagon from me in '94, I think you paid for it in corn, if I remember rightly, didn't you?"

"I did," said the farmer, "but what has that to do with it?"

"You had to give me 600 bushels of corn for that wagon, didn't you?" asked the dealer again.

"I did," said the farmer, after recalling in his own mind that corn was only selling at 10 cents a bushel in those days.

"Tell you what you do," said the dealer, "you bring me in 600 bushels of corn tomorrow, and I'll give you this wagon—"

"Well say, hold on—" began the farmer.

The dealer interrupted him in turn. "But that isn't all," he said. "In addition to the wagon, I'll let you and your wife go over in the warehouse and pick out a surrey. Then you go and pick out the best self-binder in the shop. And—"

"Here, wait a minute—" started the farmer.

"I'm not through yet," said the dealer. "When your wife comes in I'll let her go into the warehouse department and let her pick out the best range we have. And just for good measure, suppose you tell your wife that she

can also pick out enough kitchen utensils to entirely refurnish your kitchen. Now, I'll just give you that—all of that for 600 bushels of corn. In '94 the same amount of corn got you just the wagon. That's a fair proposition, isn't it?"

The farmer was stunned.

"I'll just work this out in figures and show you what you are getting," continued the dealer. "We'll put the wagon down at \$70; the self-binder at \$125, and that'll get you a beauty; the surrey at \$125; the kitchen range at \$80, and that certainly ought to be a peach; and the kitchen utensils at \$20, and that ought to buy a few. Add that together and you have \$420. Multiply 600 bushels of corn at 70 cents a bushel and you have \$420."

Small British Farms.

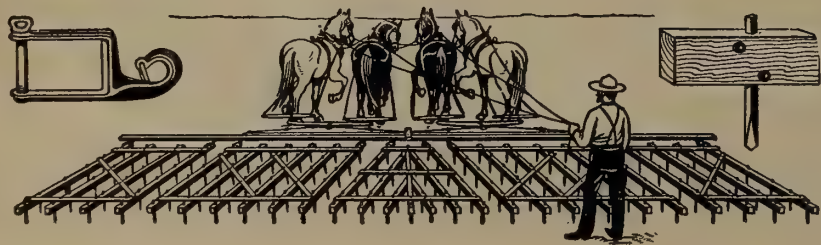
U. S. Consul Joseph G. Stephens reports as follows from Plymouth on the British Government effort to provide small farms for those desiring them in England:

It is officially declared that the Small Holdings Act of 1908 has given a great stimulus to the provision of small holdings by private landowners direct. The result of the first year's work for the country at large since the act came into operation has been that 23,285 applications have been received by county

councils for 373,601 acres; that 13,202 applications have been approved provisionally as suitable; that the estimated quantity of land required for the suitable applicants is 185,098 acres; that 21,417 acres have been purchased, and 10,071 acres leased; that the land acquired will provide for about 1,500 of the applications; and that 504 of them were in actual possession of their holdings on December 31, 1908. Out of the approved applicants above 34 per cent. were agricultural laborers. It is estimated that at the end of September 1909 not less than 50,000 acres was obtained. But few of the applicants desire to purchase their holdings. Out of 23,295 applications received during the year, only 629, or 2.7 per cent., expressed a desire to purchase. No doubt considerable land has been supplied by landowners direct, mainly through the intervention of county councils, stimulated by the provisions of the act.

During 1908 there were in Devon and Cornwall 722 applications for 12,271 acres. The councils purchased 440 acres and leased 129 acres. In the south-west of England there are large areas of crown lands once under cultivation, but now neglected, that will doubtless be brought back in the near future to suitable and profitable husbandry by the hands of the people.

Watson's Boss Wood Harrows

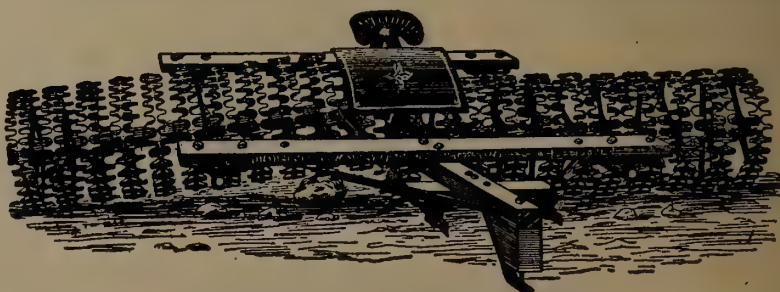


Made of seasoned hardwood—Two Rivets at every Tooth. Malleable draw clevis—correct in design and well finished. They are better than and different to others, that is why there are more of them sold in Western Canada than all other makes combined.

OUR PULVERIZERS

GET THE TRADE

Because of their flexibility and perfect design they do more and better work with less power than any others.



Made in 16 and 22 wheel sizes

The 22-wheel size is supplied with two poles and pulley hitch

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John Watson Mfg. Co.
LIMITED

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Watson's Steel Boss Harrows

Are the perfection of design and strength. The tooth bars are made of angle steel and the braces of channel steel. The teeth are fastened by a simple device and cannot become loose. This harrow when knocked down occupies very little space and weighs a little less than the wood harrow. Four-horse size supplied with 149 teeth, covers 24 feet.

Watson's All-Steel Channel Harrows

IN ALL SIZES

WE ALSO HAVE A LINE OF HARROW CARTS, WITH
24, 28 AND 36 INCH WHEELS



OPPORTUNITIES FOR THE DEALER

Shakespeare, who was a good business man as well as a good maker of wear-well quotations, passed down to his brothers-in-trade a thought on Opportunity. Put into plain, everyday, store English, it is this: When Opportunity comes along, nab it—collar it—grab it by the forelock and ride to success.

That is plain enough, and it is sane enough. Here is an opportunity for the dealer—the I H C opportunity—big and profitable. Are you going to grab it and ride under the wire to success, or are you going to sit on the fence and see the other fellow pass you in the race for business?

The I H C opportunity is as big as the agricultural world, and as old as the years of modern agriculture. Size and age are worth money to a dealer. Sons, and fathers, and grandfathers have used the implements and machines belonging to the I H C line. They know them—they have been raised with them. A dealer doesn't have to explain all about the I H C machines. The machines have already done that—have been doing it for years.

It makes a difference whether the dealer has to talk the machine or the machine talks the dealer. It makes a difference in time, in sales, and in money. Farmers know their dealers, and when dealers handle a line the farmers know, there is a reinforced double strength that can't be beaten.

It is an opportunity for a dealer to be associated with a line that helps to sell itself. The I H C line helps, because it is standard, because farmers know it makes good, because it is the best advertised, because every assistance is given the dealer.

You can't see the opportunity at a glance. It is too big. The dealer pictured above, who has grabbed the I H C line, sees at first the binder, gasoline tractor, engine, cream separator, disk harrow, and wagon; but soon as he looks about he will enthuse over the best haying and corn machines, twine, threshers, auto wagons and auto buggies, automobiles—to make a long story short, the very best line of haying and harvesting machines and tillage and other implements that is made.

More about big I H C opportunities may be had from the nearest general agent. There are over a hundred of them in America. Send a line and the general agent will send a man to talk it over.

CANADIAN BRANCHES—International Harvester Company of America at Brandon, Calgary, Edmonton, Hamilton, London, Montreal, Ottawa, Regina, Saskatoon, St. John, Winnipeg, Yorkton.

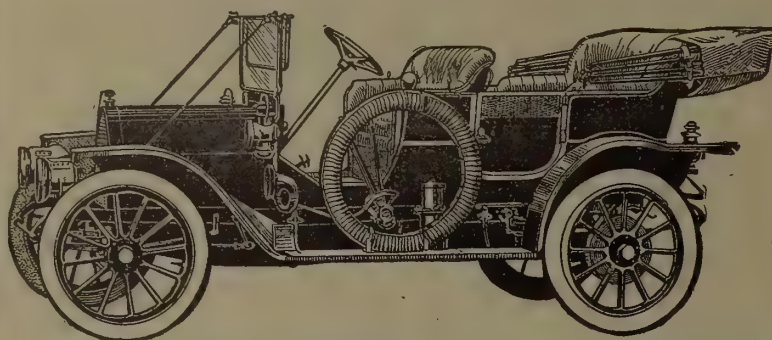
INTERNATIONAL HARVESTER COMPANY OF AMERICA

CHICAGO

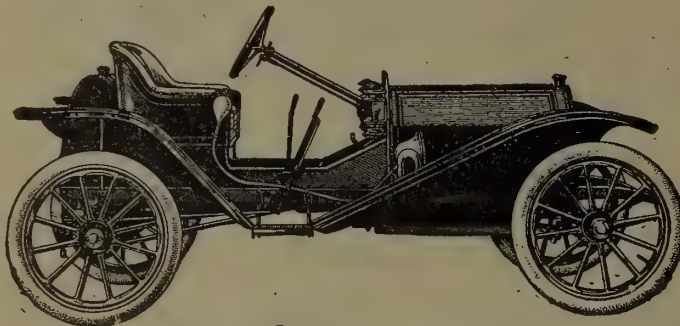
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Better than ever; which is saying a good deal—and at the right price—BETTER VALUE than offered by any in the trade



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The Little Hupmobile is a marvel. Made like a watch. Ask any owner of a Hupp what he thinks about it. You should see this superb little thoroughbred.

Some few good agencies still open. Get your agency proposition. It will pay you.

Joseph Maw & Company, Ltd., Winnipeg

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Operating in
Manitoba, Alberta, Saskatchewan

Subscribed Capital, **\$365,000.00**
Substantial Cash Deposits with
THREE PROVINCIAL GOVERNMENTS

FIRE INSURANCE
All classes of desirable risks insured.

**PURE-BRED REGISTERED
LIVE STOCK INSURANCE**
Protection against loss from accident and disease.

Full information on application to any
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The Head Office of either Company.
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INSURANCE CO.
EDMONTON

THE SASKATCHEWAN
INSURANCE CO.
CANADA

REGINA

The Modern Farm Horse

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Over 300 now in Western Canada.



The Tractor that is revolutionizing farming methods in Western Canada.

Best and cheapest power for breaking, plowing, disking, seeding, harvesting, threshing, hauling, etc.

Uses Kerosene costing only 11c. nett per gallon, f.o.c. Winnipeg.

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